



26 Shank Painter Road Housing Proposal to Town of Provincetown

Submitted by:

Ecotecture Development & Design and Salient Development Corp

Proposer/Contacts:

Christine Barker
Principal, Ecotecture Development & Design LLC
cb@ecotecture.com
646.322.8568

M. Tatiana Eck
President, Salient Development Corp
tatiana@salientdevcorp.com
917.589.2646

June 01, 2023

Cover Letter

June 1, 2023

Alex Morse
Town Manager's Office
Town of Provincetown
260 Commercial Street
Provincetown, MA 02657

RE: 26 Shank Painter Road and 15 Brown Street

Dear Mr. Morse,

Ecotecture Development & Design and Salient Development Corp are delighted to jointly submit this proposal to develop a new residential building on the parcels located at 26 Shank Painter Road and 15 Brown Street in Provincetown.

We are proposing a thoughtfully conceived 4-story building of 40 rental apartment units designed by the award winning architecture firm Machado Silvetti. Dwelling units are efficiently and beautifully designed to be comfortable homes, many featuring balconies and/or large windows. The building and surrounds will have multiple opportunities for social engagement, including roof decks, porches and sustainably landscaped grounds.

In order to serve a range of individuals and families, we have included 18 studios, 18 one-bedroom apartments and 4 two-bedroom apartments. In further contemplating current needs of the community, we are proposing that 20% of the 40 units be deeded affordable for households earning 80-150% of the Area Median Income.

Some members of our team will be familiar to Provincetown. Our design team is led by Jeffry Burchard from Machado Silvetti Architects, the team working with Ecotecture on the planned Pier Hotel mixed use development at 227 R and 227-229 Commercial St. Coastal Engineering will provide Civil and Structural Engineering Services, while John Ciluzzi, owner of Premier Commercial, will provide Property Management Services. Salient Development Corp has worked on several multifamily residential projects over the last six years and has partnered with Ecotecture on ventures in NYC and the Hudson Valley.

Our team has managed public/private partnerships, led community engagement processes, worked with non-profit Boards and constituents, secured the support of community leaders and elected officials, and driven projects requiring multiple agency approvals and multi-agency collaboration. We strongly believe in communication and collaboration throughout the design process, and we are committed to building consensus within the community.

We are eager to work with the Town of Provincetown to create a sustainable, well-designed project that will provide much needed housing.

We look forward to discussing the project with you and your team.

Sincerely,

A handwritten signature in black ink, appearing to be 'CB' followed by a long, flowing horizontal line.

Christine Barker
Principal
Ecotecture Development & Design LLC
cb@ecotecture.com
646.322.8568

A handwritten signature in black ink, appearing to be 'MTE' followed by a long, flowing horizontal line.

M. Tatiana Eck
President
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tatiana@salientdevcorp.com
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Table of Content

1. Development Team

- Developer
- Other Team Members
- Other Development Team Information

2. Development Concept

- Design Approach
- Units
- Construction Staging and Impacts
- Project Financing
- Local, State and Federal Subsidy Funds
- Funder Letters of Interest

3. Conceptual Design Drawings

- Renderings
- Site & Landscaping Plan
- Floor Plans
- Typical Unit Plan
- Building Elevations with material indications

4. Development Team Qualifications

- Developer
- Design Team
- General Contractor
- Management Agent

5. Management Plan

- Management
- Target market
- Lottery

6. Implementation Plan and Timetable

- Development Schedule
- Permitting and Approvals

7. Certificates and Disclosures

- Attachment I, J, K, L



1. Development Team

1. Developer

- a. Company Profile
- b. Leadership of the Development Team
- c. Project Team
- d. Proposed Ownership Structure
- e. Property Management Experiences
- f. Experiences with Similar Projects
- g. References
- h. Development Pipeline

2. Other Team Members

- a. Architecture
- b. Civil
- c. Landscape
- d. MEP
- e. Structural
- f. Sustainability
- g. Legal
- h. Contractor

3. Other Development Team Information

- a. Development Team Structural and Communication
- b. Administrative Issues
 - Past Legal/Administrative Issues
 - Legal

1. 1a Developer - Company Profile

Developer

The Proposer / Developer, ESP LLC, is a Joint Venture of Ecotecture Development & Design LLC and Salient Development Corp.

Proposer/Contacts:

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1. 1a Developer - Company Profile

Ecotecture

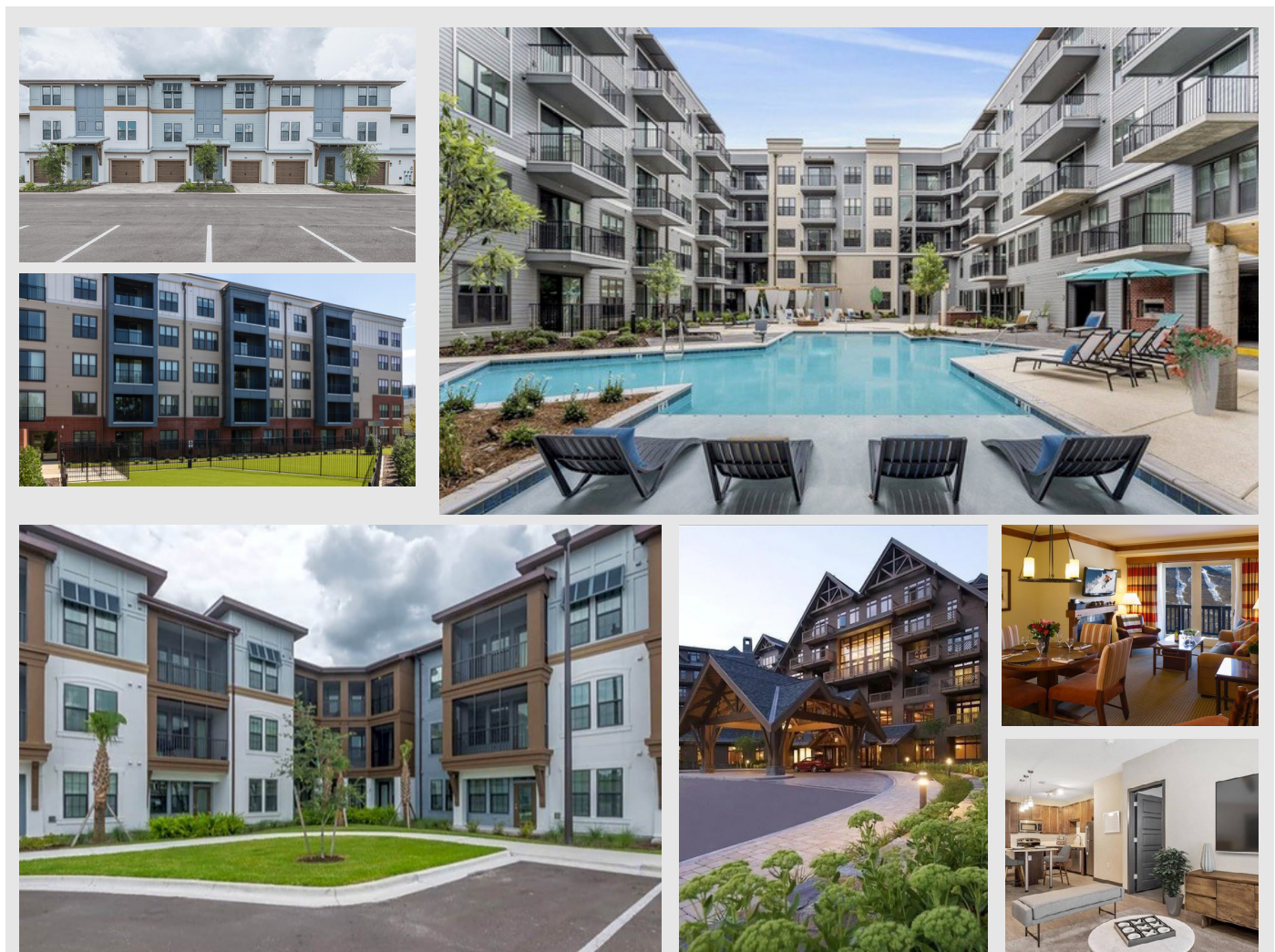
Ecotecture Development and Design, established in NY, is a boutique firm dedicated to creating inspired residential, hospitality and commercial experiences on the East Coast. Christine Barker, Principal and Founder, has 27 years of development and design experience and has executed dozens of multi family, single family, subdivision, ground up and restoration projects. Christine's responsibilities at Ecotecture include opportunity identification; property acquisition; financing; permitting; design development; relationship management; community outreach; construction oversight; property management and sales. Projects currently under development include a mixed use development in Provincetown with two restaurants, a pier, 50 hotel rooms and 13 condominiums; a single family waterfront home; a multi use commercial building in the Hudson Valley; and a community of modern homes. Committed to elevated design, community enhancement and rooted in a commitment to responsible development and sustainable building practices, Ecotecture has developed properties in city centers; coastal environments and mountainside retreats and had work featured in films, magazines and design publications.



1. 1a Developer - Company Profile

Salient Development Corp

Salient Development Corp is a New York-based real estate development company devoted to creating distinctive, strategically executed and transformative projects designed to enhance neighborhoods, communities and the environment. M. Tatiana Eck, President, has over 25 years of experience and has been responsible for the development of more than 50 residential, commercial, hotel, retail and mixed-use projects with combined total development costs exceeding \$1.6B. Tatiana guides every project with a combination of technical expertise, tactical finesse, and a sophisticated understanding of the financial, logistical and physical implications of design choices. She has been directly responsible for all aspects of development including financial modeling, land acquisition, entitlements, contract negotiations, planning, design, construction and operations. Over the last 6 years, Salient has worked on the development, design and construction of three multifamily residential properties in conjunction with Spring Bay Property Company. Ridgelake was completed in 2020, Eclipse in 2022, and Waterside is currently in schematic design. Salient Development Corp is certified as a Woman-owned Business Enterprise (WBE) by the NYC Department of Small Business Services and by the New York State Department of Economic Development.



1. 1b Developer - Leadership



Christine Barker is the Founder and Principal of Ecotecture Development & Design Inc., est 2011. Ecotecture is a development and design company focused on creating innovative, inspiring residential and hospitality experiences. Christine has over 27 years' experience as a Commercial and Residential Real Estate Entrepreneur with over a dozen projects completed including ground up build; land subdivision; use changes; air rights development; renovations; and design build in urban and rural environments including Manhattan, Brooklyn, Montreal, Toronto, Provincetown Mass. and New York's Hudson Valley. Christine has been responsible for each project from sourcing opportunity to concept realization. Associated skillsets for each include at minimum negotiation; financing; acquisition; design; construction oversight; general contracting; leasing and property sales.

Christine also founded Barker Hudson Real Estate, a brokerage and property management firm which continues to operate with agents in New York City, the Hudson Valley, and Provincetown. Christine has brokered hundreds of complex land, residential, and commercial sales and leasing deals since 2003.

Ecotecture is well-known locally for the proposed 23,000 SF mixed use waterfront development at 227 R Commercial St. in Provincetown. The project, approved twice by

Provincetown's Zoning & Planning Boards and the Historic District Commission, encompasses 31 hotel rooms; 4 condos; a seaside restaurant/bar and a Pier, with construction slated to begin in 2024. The second Phase of this development, a separate approximately 22,000 SF building, will house another 18 hotel rooms, 13 condos, retail and a bar/restaurant on Commercial St. The proposed plans for this site have been approved by the local Historic District Commission, and are under review by the Cape Cod Commission.

To date in Provincetown itself, Christine completed a multi family from the stud renovation in 2016; and currently has a ground up waterfront multi family under construction in the Towns Historic District center, which will be completed in Q3 2023.

Christine began her career as an environmental scientist; she holds a bachelor's degree in Biology and a Master's of Science in Ecotoxicology. During this tenure she worked with Engineering Consulting firms, corporations and academia for 15 years. A commitment to the environment informs Ecotecture's practices, through incorporating conscientious materials and sustainable practices from build through operation, in every development project, big or small.

1. 1b Developer - Leadership



M. Tatiana Eck is the President of Salient Development Corp, a New York based real estate development company devoted to creating distinctive, strategically executed and transformative projects designed to enhance neighborhoods, communities and the environment. With more than 25 years and over \$1.6 billion in development experience across all major product types throughout the United States and internationally, Tatiana combines a passion for innovative ideas and forward-thinking design with technical expertise, financial discipline and a commitment to quality and integrity at every level.

Prior to founding Salient, Tatiana held senior management positions at AIG, CBRE, Solow Realty and Icahn & Co. She has performed land use, transportation and master planning; negotiated municipal and state agreements; managed community outreach initiatives; secured entitlements, zoning waivers and regulatory approvals; directed and coordinated design teams; devised, championed and implemented sustainable design strategies; and managed the design and construction of a wide range of residential, commercial and mixed-use projects. In her role as Vice President at AIG Global Real Estate, she was directly responsible for the development of several residential, hospitality and retail projects in Stowe, Vermont, including: Spruce Peak at Stowe, a four-season mountain resort in Vermont

featuring a 300-key hotel, Mountain Cabins, Base Lodge, condos, restaurants, retail, and a 400-seat performing arts center.

Over the course of her career, Tatiana has managed many development projects, from concept and feasibility studies, through design, permitting, financing and construction, and into lease-up, stabilized operation and asset management, including: office, retail and residential renovations and new construction in NYC; 5-star hotel and restaurant renovations in Puerto Rico; a new commercial office building in Kampala, Uganda; 10 retail branches for a financial services company throughout the US; a LEED Gold certified Class A high-rise office building at Atlantic Station, a 138-acre brownfield redevelopment project in midtown Atlanta; and, in her early years as an architect, budget-conscious ground-up public schools in Virginia, NYC and Long Island. She has years of experience working closely with NYC Economic Development Corporation, School Construction Authority, NYC Department of Buildings, NYS Empire State Development, NYS Department of Environmental Conservation, MTA, DOT, ConEd and other state and city agencies.

An active member of the American Institute of Architects, Tatiana has served as co-Chair of the Program Committee of the Urban Land Institute and as Chair of the Education Events Committee of the US Green Building Council. She has spoken at national industry events and taught graduate level real estate development courses as an Adjunct Professor at Tulane University in New Orleans.

Tatiana earned a bachelor's degree in Architecture, cum laude, from Princeton University and holds two master's degrees, in Architecture and in Urban and Environmental Planning, from the University of Virginia. She is a Registered Architect, a LEED Accredited Professional and a Cal OES Certified SAP Building Evaluator.

1.1c Developer - Development Team

Developer Name:

ESP LLC, a Joint Venture of Ecotecture Development & Design LLC and Salient Development Corp.

Contacts:

Christine Barker, Principal, Ecotecture Development & Design
M. Tatiana Eck, President, Salient Development Corp

Role:

Manage the Development through Concept to Execution.

Investors:

Christine Barker, Principal, Ecotecture Development & Design
M. Tatiana Eck, President, Salient Development Corp

1.1d Developer - Ownership Structure & Management Experience

Proposed Ownership Structure

ESP LLC, a Joint Venture of Ecotecture Development & Design LLC and Salient Development Corp is a single-purpose entity formed especially for this project that will purchase, own and develop the site, and borrow the funds needed for the development. It will be jointly held, owned and controlled by Ecotecture (50%) and Salient (50%). ESP LLC will be the Development Entity entering into a Land Development Agreement.

1.1e Developer - Experience with Similar Projects

Since 2017, Salient Development Corp. has worked on the development, design and construction of several residential properties in conjunction with Spring Bay Property Company:

Ridgelake Apartments

Location: Sarasota, Florida
Project Type: Residential
Numbers of residential units: 329
Project Scope: 412,760 SF
Start Date: 2017
Completion Date: 2020
Total Development Cost: \$64M
Development Team: Spring Bay Property Company, Salient Development Corp
Key personnel: Kevin Fitzpatrick, SBPM; M. Tatiana Eck, Salient
Current Status: Completed

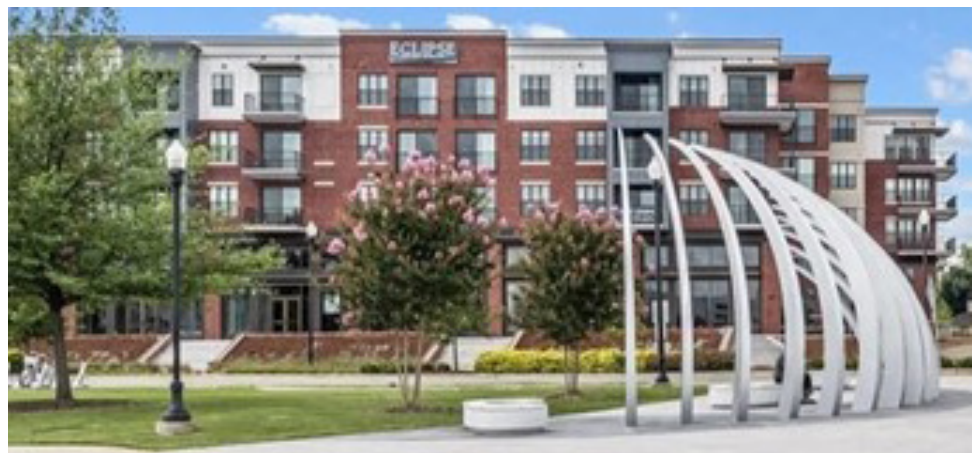


Ridgelake is a 329-unit, three-story multifamily residential project located near Siesta Key Beach and downtown Sarasota. The property features one, two- and three-bedroom apartments, along with two- and three-bedroom townhomes-- ranging in size from 759sf to 1771sf, with rents from \$2040 - \$3915 per month. Amenities include a pool, clubhouse, fitness center, community garden, recycling program, electric vehicle chargers, parking garages, and an on-site solar farm that powers the clubhouse. Units feature

Energy Star-rated appliances, quartz countertops, Low-e Energy Star Rated Impact Resistant Miami Dade approved Windows, and 14.5 SEER HVAC Systems combined with Fresh Air Intake. The project achieved National Green Building Standard (NGBS) Green Building Certification. NGBS is the only green building rating system for homes and apartments approved by the American National Standards Institute (ANSI), as an American National Standard.

Eclipse Apartments,

Location: Huntsville, Alabama
Project Type: Residential
Numbers of residential units: 278
Project Scope: 314,132 SF
Start Date: 2019
Completion Date: 2022
Total Development Cost: \$66M
Development Team: Spring Bay Property Company, Salient Development Corp
Key personnel: Kevin Fitzpatrick, SBPM; M. Tatiana Eck, Salient
Current Status: Completed



Eclipse is a 278-unit, three-story multifamily residential project in downtown Huntsville. The property features studio, one, and two-bedroom apartments, ranging in size from 521 to 1300sf, with rents from \$1274 - \$2710 per month. Amenities include a pool, dog park, fitness

center, clubroom, game room, and 18,000sf of retail and restaurant space on the ground floor. The project achieved National Green Building Standard (NGBS) Bronze Green Building Certification.

1.1e Developer - Experience with Similar Projects & References

Stowe Mountain Lodge The Lodge at Spruce Peak, Phases I & II

Location: Stowe, Vermont
Project Type: Hotel + Residential
Numbers of residential units: 313
Project Scope: Phase 1 - 310,000 SF. Phase 2 - 173,000 SF
Start Date: 2006
Completion Date: 2010
Construction Cost: \$133 million (Phase I); \$90 million (Phase II)
Total Development Cost: \$375M
Development Team: AIG
Key personnel: M.Tatiana Eck, VP of Development, AIG
Current Status: Completed



Located at the base of Mount Mansfield, The Lodge at Spruce Peak is a 300-key all-season, resort hotel featuring a signature restaurant, 15,000 sf of banquet and meeting facilities, retail, a 21,000 sf spa, fitness center, and a heated outdoor pool. Designed by Denver-based 42/40 Architecture and New York-based Brennan Beer Gorman, the 310,000sf first phase of the Lodge development features 140 full-service, luxury condominium units, ranging from studios with kitchenettes to three-bedroom suites. The top two floors are dedicated to 34 two-, three-, and four-bedroom fractional ownership units served by their own private lobby.

The 173,000sf second phase provides an additional 139 studio, one-, two- and three-bedroom condominiums with floor-to-ceiling windows, gas fireplaces, 5-piece bathrooms, custom millwork and cabinets, and a 100-space below-grade parking structure. The exterior features locally quarried granite, traditional New England lap siding, and AWI certified exterior cedar siding, trim, and balcony railings.

The original design was reconfigured to modify roof angles, waterproofing details, balcony

designs, snow melt provisions and other features to improve constructability and reduce future maintenance. Unit types and quantities were rebalanced to maximize value of the asset. Construction took place next to the completed, open, and fully operating Phase I Lodge, requiring non-traditional work hours, off-site fabrication, and integration with the onsite.

The hotel was built as part of a 35-acre alpine village, with a central retail plaza hosting an ice rink in the winter and outdoor entertainment space in the summer. The site includes 235 developable acres surrounded by 2,000 acres of conservation lands, and is one of only four "Sustainable Communities" recognized by Audubon International. Built in a relatively remote area with a seasonal economy, we contended with labor shortages and difficult weather conditions. By proactively managing the contractor and construction logistics, we maintained the schedule and resolved on-site issues, coordination challenges, and setbacks arising from inclement weather. Aggressive value engineering and negotiations maintained the budget.

Development Lead:

M. Tatiana Eck, VP of Development, AIG Global Real Estate, Led and managed execution of the project

Awards:

Travel + Leisure 500 The World's Best Hotels (2019);
LEED Gold Certification (2017);
"Number 1 Hotel in Vermont" -

Travel + Leisure (2015);
5 Green Key Award - Green Key Global (2011);

1.1e Developer - Experience with Similar Projects & References

Stowe Mountain Cabins Stowe, Vermont

Location: Stowe, Vermont

Project Type: Residential

Numbers of residential units: 18

Project Scope: 60,000 SF

Start Date: 2008

Completion Date: 2010

Construction Cost: \$28M

Total Development Cost: \$46M

Development Team: AIG

Key personnel: M. Tatiana Eck,
VP of Development, AIG

Current Status: Completed



The Spruce Peak Mountain Cabins are a neighborhood of 18 (now expanded to 38) duplex residences at the base of Spruce Peak Mountain Village in Stowe, Vermont. Many of the 3,300-SF homes are located directly on the ski runs, with ski-in, ski-out convenience. Built to Efficiency Vermont Energy Star requirements, each residence has in-floor radiant heating systems and includes an entry foyer, an office/den, powder room, mudroom, laundry room, coat and ski storage

rooms, a kitchen/family room, living and dining rooms, and three or four bedrooms with en suite bathrooms. Construction occurred in an existing clustered neighborhood, requiring adherence to noise ordinances, restricted work hours, and limited site laydown and storage areas to maintain the aesthetics of the neighborhood.

Development Lead:

M. Tatiana Eck, VP of Development, AIG Global Real Estate. Led and managed execution of the project

Architect: Zehren and

Associates, Inc. Interior Designer: Palumbo Interior Design

1.1e Developer - Experience with Similar Projects & References

Provincetown Mixed-Use Hotel

Location: Provincetown, MA
Project Type: Mixed Use Hotel
Numbers of residential units: Hotel Rooms + 13 Residential Units
Project Scope: Concept through CA
Start Date: 2018
Projected and Actual Completion Date: Pending Environmental Permitting
Total Development Cost: N/A
Development Team: Ecotecture Development & Design
Key personnel: Jeffry Burchard
Current Status: Ongoing



The recreation of 227-229 Commercial Street celebrates the memory and spirit of Provincetown's Industrial Heritage and Maritime Culture. Located in the heart of Provincetown and closely tied to the harborfront, the site is a year-round destination and an economic engine for the community.

This project improves congestion by providing access to the beach, furthers the vision of the harbor loop, and repairs existing environmental degradation by cleaning up the site. Social and economic benefits include creation of year-round employment; a new restaurant; a home for a retail store; creation of hotel rooms; and realization of a vibrant destination for residents and visitors.

1.1f Developer - Experience with Similar Projects & References

References:

1. Kevin P. Fitzpatrick
Managing Director
Spring Bay Property Company LLC
783 South Orange Avenue, Suite 200
Sarasota, FL 34236
941-953-4900 (Office)

2. Jay Pesci, Senior Vice President
Pyramid Hotel Group LLC
30 Rowes Wharf, Ste. 530
Boston, Massachusetts, 02110
(617) 412-2801 office
jpesci@pyramidhotelgroup.com

3. Barbara Clarke
Founder & Board Chair, The Impact Seat
Board of Directors Founders First Capital
253 Shawmut Ave. Suite 2A
Boston Ma 02118
Phone: 857-230-0396
barbaraeclarke@gmail.com

4. Adam Patrizia
Partners & Alchemy
Founding partner
917-640-8037
6 Johns Lane
NY NY 10013
adam@partnersandalchemy.com

1.1g Developer - Development Pipeline

Ecotecture is currently working on a waterfront mixed use development in Provincetown. The Project has successfully obtained many of the regulatory approvals required to proceed, and is currently working through the remaining. It will bring needed hotel rooms, housing, year round employment and a year round venue to the center of Town, replacing derelict buildings that have been an eyesore and hazard to the community for decades.

Ecotecture also has obtained the land and has preliminary plans for a small modern housing development on 80 acres in Woodstock NY. The bulk of the land will be preserved, and the homes will be concentrated so as to minimize disturbance to this valuable wildlife habitat.

Also in development in the Hudson Valley is the building of an approximately 10,000 SF commercial building along the Route 28 corridor that connects NYC to some of its favorite ski and summer destinations.

Salient Development Corp is currently working with Spring Bay Property Company on the development of Waterside Apartments in Orlando, Florida. Waterside is anticipated to be a four-story 408-unit multifamily residential project, with one, two and three-bedroom apartments ranging in size from 500-2000sf. Planned amenities include a pool, dog park, fitness center, clubhouse, electric vehicle charging stations and Energy Star rated appliances.

1.B Other Team Member

Other Team Members:

Architect:

Machado Silvetti, Jeffry Burchard
Machado Silvetti is a leading architecture and urban design firm recognized for creating, revitalizing, and expanding distinctive buildings and spaces in the United States and around the world. Its work is diverse in location, scale, and type, and merges contemporary agendas and aesthetics with complex cultural and historic contexts. Machado Silvetti's research-based approach explores and celebrates each project's unique character, expressed through designs that are original in their conceptual clarity and visual intensity. Founding partners Rodolfo Machado and Jorge Silvetti began working together in 1974, before founding Machado and Silvetti Associates in 1985. In 2015, they appointed Jeffry Burchard and Stephanie Randazzo Dwyer as partners, updating the firm's name to Machado Silvetti. After more than three decades of steady, successful practice, our portfolio reflects the diverse scope, scale and breadth of the firm's experience, displaying special expertise in Art and Teaching Museums, Education and Institutional environments and facilities, Conservation, Cultural Heritage, Re-Use, Urban Design and Planning. Internationally recognized, we have worked in Berlin, Beirut, Buenos Aires, Seoul, Singapore, Rome, Dubai, Abu Dhabi, Malaysia, Vietnam and across the United States.

Civil and Structural Engineers:

Coastal Engineering, Orleans, MA

Landscape:

Cheri Ruane (Weston and Sampson)
Mechanical/Electrical/Plumbing/ Fire Protection
Engineer: BLW Engineers, Ken Beck

Energy and Sustainability Consultant:

Building Evolution Corporation

Property Manager:

Premier Commercial, John E. Ciluzzi, President,
508-962-5033, jciluzzi@premiercommercial.
biz, Premier Commercial – Centerville, 1550
Falmouth Road, Suite 1, PO Box 731, Centerville,
MA 02632

Role: Oversee all property management
activities in the region

Legal:

Sarah Turano-Flores & Eliza Cox
Nutter McClennen and Fish
155 Seaport Boulevard Boston, MA 02210

Contractor:

Delphi Construction, Inc. 207-07 34th Ave,
Bayside, NY 11361

Lender:

Cooperative Bank of Cape Cod

Construction Manager:

CHA Consulting, Inc.

Role:

Oversee all pre-construction and construction-
related services for the project. Provide cost
estimating, suggest potential cost savings

1.C1 Other Information - Development Team Structure and Communication

Christine Barker and M. Tatiana Eck will both be deeply involved throughout the project. With her strong ties to and knowledge of Provincetown, and her ongoing development projects, Christine will be the primary contact with the Town. With her extensive project management experience and technical skills, Tatiana will be responsible for guiding the project through the design and construction process with a focus on detail, quality and efficiency. Together they will lead the development and execution of the project, monitoring progress, and overseeing the marketing, leasing and management of the property. They will both be available by cell phone and email, and in person as often as needed.

Machado Silveti and Coastal Engineering will be in contact with the appropriate Town staff directly to address design matters. Each of our consultants will designate an individual point of contact for their firm.

During the construction phase, ESP LLC will engage a Construction Manager (CM) to be the owner's full-time on-site representative. The General Contractor will have a project manager (PM) to oversee construction. Both the CM and the PM will be in communication with the Building Commissioner and other Town officials.

During the lease-up phase, our Property Manager, John Ciluzzi of Premier Commercial, will be the Town's main contact for the lottery and initial lease-up of the property, as well as for the on-going future operation of the property.

1.C2 Other Information - Administrative Issues

Past Legal/Administrative Issues

There are no legal or administrative actions past, pending or threatened that could relate to the conduct of the Proposer, its principals or any affiliates.

Taxes

No local, state or federal taxes are due or outstanding for the development team or any constituent thereof.



2. Development Concept

1. Design Approach

- a. Introduction & Design Intention
- b. Proposed Unit Mix
- c. Site, Building, Unit
- d. Sustainability

2. Units:

- a. Number and Size of Units
- b. Affordability

3. Construction Staging and Impacts

4. Project Financing

- a. Financial Pro Forma, Construction Cost and Sources & Uses
- b. Sources & Uses
- c. Operating Budget

5. Local, State and Federal Subsidy Funds

6. Funder Letters of Interest

2.1 Design Approach

2.1a Introduction & Design Intentions

The proposed Housing development for Shank Painter Road will create a thriving and communal, residential experience, and its 40-units will contribute to correcting the long-standing and deepening housing shortage in Provincetown.

The building has a front door with a community porch on Shank Painter, presenting a familiar street-front leisurely scene to the neighborhood. A mid-building entry is created on the ground floor, accessible from the on-site parking and site areas to the east where access to the elevator, mail room, storage can be found and where many of the tenants and visitors will access. Both entries are fully accessible.

2.1b Proposed Unit Mix

Our proposal creates a mix of unit types to allow for a variety of Provincetown residents, from young professionals, older couples, and blended families. The development includes 18 studios and 18 one-bedroom apartments, along with 4 two-bedroom units. Each unit affords individual views to the outdoors and even first floor residents can enjoy a shielded view outdoors without compromising their privacy. Nearly half of the units have outdoor balconies or roof terraces. We have distributed the unit types across all four floors, ensuring that there are opportunities for a variety of residents to distribute across the building.

The proposal is a four-story building that presents like 3 stories with a penthouse. This lowers the overall apparent height of the building, and the strategy lowers the actual height of the building from what a 3.5 story building with housing in a full attic under a large gable roof. The building has a good base, middle, and top. Wood siding and details are used to break down the scale and give an overall appearance of both being new and belonging in Provincetown’s seaside community. The penthouse units have shallow (low slope) gable roofs that create a unique roof shape that hearkens to all of the traditional roof shapes

throughout Provincetown. The façade facing East is divided into 4 segments cascading away from the viewer, breaking down the massing and creating a welcoming environment at a smaller scale. Balconies on floors 1-3 and roof porches on floor 4 further create outdoor, private space for each of the resident units.

2.1c Site, Building, Unit

There is ample space for bicycles parking at both streets and deeper in the parcel. The site planning presents clear pedestrian access, with areas for leisure and ecologically appropriate planting. We have provided five parking spaces, including one accessible space. A one-way drive-through vehicle access lane that minimizes impact on pedestrian flows on and off-site and provides space for activities and cyclist access. The driveway will be paved in Chip’n’Seal material to maintain the coastal aesthetic of Provincetown, while ensuring comfort to the residents.

Unit Type	L1	L2	L3	L4	Total
Studio-A	2	1	6	1	10
Studio-B	4	1	3	0	8
One BR-A	2	4	1	3	10
One BR-B	1	2	3	2	8
Two BR	1	2	0	1	4

2.1d Design Approach - Sustainability

This team is committed to sustainable development. And together we believe that it is a fundamental responsibility of the development of new buildings to imagine and implement a future that is made better through sustainable practices. The following are key components of our comprehensive plan for the creating an energy efficient and sustainable building at development will include the following energy efficiency and sustainable development.

Rooftop solar:

Rooftop solar is proposed for rooftops on the South, East, and West exposures. It is estimated that approximately 3,800 square feet of solar panels can be accommodated on site.

Energy and water-efficiency elements include:

Energy-efficient low E windows
Energy Star-qualified appliances
LED light fixtures
High-efficiency mechanical systems with programmable thermostats
Water-efficient toilets, showerheads, and kitchen and bathroom faucets.
Outdoor LUNA wood panels, sourced from sustainably harvested wood, non toxic treatment that ensures longevity in materials on site, to minimize future repairs and replacements.

Healthy materials and equipment:

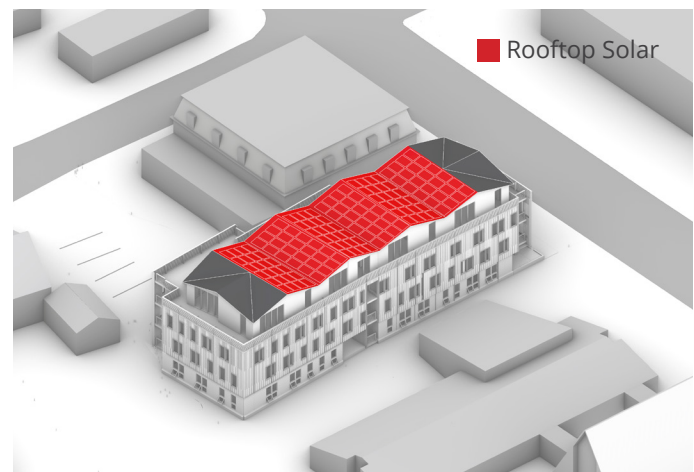
Operable windows that take advantage of Provincetown climate and will allow for natural ventilation, minimizing the need for other heating/cooling measures
Complete thermal insulation to minimize thermal bridging
Electric sources of energy, take precedence over gas and non-renewable sources
Low or no-VOC paints, primers, adhesives and sealants will be used for their benefits to both the environment and tenant health.
Flooring materials with recycled content with low or no-VOC adhesives will be specified.
Ventilation will be provided by kitchen exhaust fans above the range and ducted to the exterior wall and bathroom exhaust fans, as well as energy recovery units. Introduction of VRF a/c units for precision heating and cooling.

Low impact development/Green Stormwater treatment:

Sustainable stormwater treatment and landscaping is proposed throughout the site.

Lifestyle:

We propose a communal lifestyle with housing that allows for ample outdoor space, bike parking for residents and the community. The landscaping and outdoor seating area creates porches, views, places for gathering and incentives wellbeing.



2.2a - Proposed Unit Mix, Unit Size & Affordability

Proposed Unit Mix

As requested in the RFP, we have provided 18 studio and 18 one bedroom apartments, along with 4 two-bedroom units. We wanted have an array of types and sizes to serve a variety of residents, while acknowledging that Studios and 1-BRs are in the highest demand.

Unit Sizes:

Our proposed mix of units by size is as shown in the following chart.

<u>Type</u>	<u>GSF</u>
Studio A	400
Studio B	440
One BR A	550
One BR B	600
Two BR	660

Affordability:

We are proposing that 20% of the units will be affordable to households earning 80% to 150% AMI.

2.3 Construction Staging and Impacts

We are aware of the impact of construction on adjacent properties and the larger neighborhood, and we will work conscientiously to minimize the disturbance and inconvenience to the community. These measures include but are not limited to: complying with local ordinances, monitoring and managing noise and dust, respectfully scheduling major material deliveries, and creating and enforcing agreements with the contractor to maintain a clean, organized and safe site. We will keep lines of communications open with immediate neighbors and the community most directly affected by the construction.

The parcel is relatively small, with residential and community organizations nearby, so we will work closely with the selected contractor to phase the work, including deliveries, to make the most efficient use of the space available. We will also explore the possibility of using offsite facilities for staging and storage of materials once construction starts.

2.4a Project Financing - Financial Pro Forma, Construction Cost and Sources & Uses

Construction Cost

We estimate that the project described in this proposal can be completed for a total development cost of approximately \$13.3M, or about \$333,543 per unit. The proposed project budget is based on our experience with construction in Provincetown and discussions with our proposed Construction Manager, CHA Consulting, Inc. Our assumptions about project financing are outlined below, followed by detailed budgets and other financial information.

Sources & Uses

Sources

Our proposal assumes the following sources:

Construction and Permanent Loans:

We will approach several lenders for a construction loan and will select the one that can provide us with the best terms. We have a strong relationship Cooperative Bank of Cape Cod, which will be our source of permanent financing. Letters of interest are included in the attachments.

Low Income Housing Tax Credits (LIHTC):

We do not plan to apply for LIHTC.

Local Sources:

We believe that providing 40 residential units (and perhaps an additional 40 on the adjacent parcel) in Provincetown is a community benefit and a priority. To reflect that, we are assuming:

- \$3,200,000 from Provincetown CPA Funds (\$100K per unit)
- \$800,000 from Community Based Housing
- Demolition of the existing building, clearing the site and below grade foundations performed by the Town

Our cost assumptions are conservative, and we expect to have ongoing discussions with the Town as we work together to refine the project's design, scope and cost.

Uses/Costs

Hard Costs:

The costs shown in our proposed development budget are based on recent experiences building on the Cape, along with discussions with our proposed Construction Manager, CHA Consulting, Inc.

Our construction estimates are conservative, taking into account the quality of our design, higher local construction costs and continuing supply chain issues.

Acquisition:

We propose to pay the Town a price of \$500 for the site, taking into account the value of the public benefit this project will provide.

Developer Fee:

ESP proposes a developer fee of approximately 7% of total development cost, a reasonable fee for residential developments of this size.

2.4b Project Financing - Sources & Uses

26 SHANK PAINTER ROAD SOURCES & USES

	Total	Per Unit (40)
Sources		
Taxable Permanent Mortgage	\$ 8,863,192	\$ 221,580
Provincetown CPA Funds	\$ 3,200,000	\$ 80,000
Community Based Housing	\$ 800,000	\$ 20,000
Construction Loan	\$ 10,006,284	\$ 250,157
Construction Takeout	\$ (10,006,284)	\$ (250,157)
ESP Contribution	\$ 128,520	\$ 3,213
Deferred Development Fee	\$ 350,000	\$ 8,750
	\$ 13,341,712	\$ 333,543
Uses		
Acquisition	\$ 500	\$ 13
Demolition & Site Prep	\$ -	\$ -
Total Acquisition	\$ 500	
Survey	\$ 10,000	\$ 250
Architecture	\$ 350,000	\$ 8,750
Structural, Civil, MEP Engineering	\$ 200,000	\$ 5,000
Cost Certification	\$ 30,000	\$ 750
Environmental Audit & Testing	\$ 15,000	\$ 375
Title & Recording	\$ 20,000	\$ 500
Appraisal/Market Study	\$ 20,000	\$ 500
Operating Capital	\$ 146,250	\$ 3,656
Marketing & Rent up	\$ 50,000	\$ 1,250
RE Tax Construction Period	\$ 10,000	\$ 250
Legal & Accounting	\$ 150,000	\$ 3,750
Gen Liability, Umbrella, D&O	\$ 50,000	\$ 1,250
Builder's Risk Insurance	\$ 50,000	\$ 1,250
Construction Management	\$ 150,000	\$ 3,750
Soft Cost Contingency	\$ 121,875	\$ 3,047
Developer Fee Paid	\$ 600,000	\$ 15,000
Developer Fee Deferred	\$ 350,000	\$ 8,750
Taxes & Fees	\$ 50,000	\$ 1,250
Total Soft Costs	\$ 2,373,125	\$ 59,328
Landscaping & Site work	\$ 75,000	\$ 1,875
Construction - Apartments	\$ 9,262,500	\$ 231,563
Construction Contingency	\$ 926,250	\$ 23,156
Parking	\$ 50,000	\$ 1,250
Total Hard Costs	\$ 10,313,750	\$ 257,844
Permits	\$ 75,000	\$ 1,875
Lender Fees & Financing Costs	\$ 250,000	\$ 6,250
Capitalized Interest	\$ 329,337	\$ 8,233
Total Development Costs	\$ 13,341,712	\$ 333,543

2.4c Project Financing - Operating Budget

	2025	2026	2027	2028	2029
Income					
Gross Potential Rent	\$ 1,105,800	\$ 1,105,800	\$ 1,138,974	\$ 1,173,143	\$ 1,207,312
Net Effective Rent	\$ -	\$ 772,044	\$ 1,079,178	\$ 1,111,553	\$ 1,143,907
Effective Gross Income	\$ -	\$ 763,981	\$ 1,067,788	\$ 1,099,822	\$ 1,137,219
Expenses					
Administrative	\$ -	\$ 33,333	\$ 41,200	\$ 42,436	\$ 43,672
Marketing	\$ -	\$ 13,333	\$ 16,480	\$ 16,974	\$ 17,468
Management Fee	\$ -	\$ 43,195	\$ 53,389	\$ 54,991	\$ 56,593
Security	\$ -	\$ -	\$ -	\$ -	\$ -
Payroll	\$ -	\$ 83,333	\$ 103,000	\$ 106,090	\$ 109,180
Utilities	\$ -	\$ 33,333	\$ 41,200	\$ 42,436	\$ 43,672
R&M	\$ -	\$ 20,000	\$ 24,720	\$ 25,462	\$ 26,204
Turnover	\$ -	\$ 8,333	\$ 10,300	\$ 10,609	\$ 10,918
Contract Services	\$ -	\$ 10,000	\$ 12,360	\$ 12,731	\$ 13,102
Insurance	\$ -	\$ 25,000	\$ 30,900	\$ 31,827	\$ 32,754
Replacement Reserves	\$ -	\$ 6,667	\$ 8,240	\$ 8,487	\$ 8,734
Other	\$ -	\$ -	\$ -	\$ -	\$ -
Other	\$ -	\$ -	\$ -	\$ -	\$ -
Apt. RE Taxes	\$ -	\$ 2,780	\$ 6,671	\$ 8,005	\$ 9,339
Total Expenses	\$ -	\$ 279,308	\$ 348,460	\$ 360,048	\$ 371,628
	\$ -	\$ -	\$ -	\$ -	\$ -
Net Operating Income	\$ -	\$ 484,673	\$ 719,328	\$ 739,774	\$ 755,591
	\$ -	\$ -	\$ -	\$ -	\$ -
Reserves	\$ -	\$ (10,000)	\$ (12,360)	\$ (12,731)	\$ (13,102)
	\$ -	\$ -	\$ -	\$ -	\$ -
NOI After Reserves	\$ -	\$ 474,673	\$ 706,968	\$ 727,043	\$ 742,489
	\$ -	\$ -	\$ -	\$ -	\$ -
Debt Service	\$ -	\$ (541,456)	\$ (672,257)	\$ (672,257)	\$ (672,257)
Construction Draw at C.O.	\$ -	\$ 84,419	\$ -	\$ -	\$ -
	\$ -	\$ -	\$ -	\$ -	\$ -
Operating Cash Flow	\$ -	\$ 17,637	\$ 34,711	\$ 54,786	\$ 70,232

9	2030	2031	2032	2033	2034	2035
8,338	\$ 1,244,588	\$ 1,281,925	\$ 1,320,383	\$ 1,359,995	\$ 1,400,794	\$ 1,442,818
4,900	\$ 1,179,247	\$ 1,214,624	\$ 1,251,063	\$ 1,288,595	\$ 1,327,253	\$ 1,367,070
2,816	\$ 1,166,801	\$ 1,201,805	\$ 1,237,859	\$ 1,274,995	\$ 1,313,245	\$ 1,352,642
3,709	\$ 45,020	\$ 46,371	\$ 47,762	\$ 49,195	\$ 50,671	\$ 52,191
7,484	\$ 18,008	\$ 18,548	\$ 19,105	\$ 19,678	\$ 20,268	\$ 20,876
6,641	\$ 58,340	\$ 60,090	\$ 61,893	\$ 63,750	\$ 65,662	\$ 67,632
-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
9,273	\$ 112,551	\$ 115,927	\$ 119,405	\$ 122,987	\$ 126,677	\$ 130,477
3,709	\$ 45,020	\$ 46,371	\$ 47,762	\$ 49,195	\$ 50,671	\$ 52,191
6,225	\$ 27,012	\$ 27,823	\$ 28,657	\$ 29,517	\$ 30,402	\$ 31,315
0,927	\$ 11,255	\$ 11,593	\$ 11,941	\$ 12,299	\$ 12,668	\$ 13,048
3,113	\$ 13,506	\$ 13,911	\$ 14,329	\$ 14,758	\$ 15,201	\$ 15,657
2,782	\$ 33,765	\$ 34,778	\$ 35,822	\$ 36,896	\$ 38,003	\$ 39,143
8,742	\$ 9,004	\$ 9,274	\$ 9,552	\$ 9,839	\$ 10,134	\$ 10,438
-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
0,673	\$ 13,342	\$ 13,742	\$ 14,154	\$ 14,579	\$ 15,016	\$ 15,467
3,278	\$ 386,824	\$ 398,429	\$ 410,382	\$ 422,693	\$ 435,374	\$ 448,435
-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
9,539	\$ 779,977	\$ 803,376	\$ 827,477	\$ 852,302	\$ 877,871	\$ 904,207
-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
3,113)	(13,506)	(13,911)	(14,329)	(14,758)	(15,201)	(15,657)
-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
6,426	\$ 766,471	\$ 789,465	\$ 813,149	\$ 837,543	\$ 862,669	\$ 888,549
-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
2,257)	(672,257)	(672,257)	(672,257)	(672,257)	(672,257)	(672,257)
-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
-	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
4,169	\$ 94,214	\$ 117,208	\$ 140,892	\$ 165,286	\$ 190,413	\$ 216,293

2.5 Local, State and Federal Subsidy Funds

The contribution of land and monies contributed by the Town are what allow this development to become a reality. Without this assistance, the economics of the project would not work for conventional investment and financing, particularly in this difficult economic environment where we are burdened by high interest rates; a competitive and therefore expensive labor market; and increased costs for building materials.

The Town of Provincetown purchased and continues to maintain the apartment complex known as Harbor Hill. Acquisition costs, updates, and ongoing repairs put the cost of each one of those units at over \$500 k each; and there are maintenance issues still unresolved. We are requesting a \$100,000 contribution from the Town toward each unit at 26 Shank painter Rd., and the Town will not be burdened with costs and responsibilities into the future, those demands will be assumed by the Development Team.

In addition to the acquisition of the land for \$500 and monies contributed form the Town and the Community Housing Fund, we are requesting that the Town assume the costs of site preparation, including demolition of the current police station, site prep and foundation build out. This will not be a direct cost to the Town, which can obtain these monies through a grant from the State.

Rental income projections predict that the project will reach stabilization in approximately 2026, but the profit margin remains slim at under \$30,000, and can be easily be erased by a myriad of potential expenses. For this reason, we would also request some tax relief, the details of which can be discussed with the Town, from Acquisition through the first ten years of ownership.

The developers will not be seeking State or Federal funding, recognizing that this project, besides providing 20% affordable housing to those in the 80-150% Area Median Income Bracket, needs to satisfy the need in the community for unrestricted housing units.

2.6 Funder Letters of Interest



May 31, 2023

Christine Barker
169 Bradford Street
Provincetown, MA 02657

Re: 26 Shank Painter Road, Provincetown

Dear Ms. Barker:

This letter is to confirm The Cooperative Bank of Cape Cod's (the Bank) is engaged in active discussions to provide financing for the purchase and redevelopment of 26 Shank Painter Road, Provincetown. The proposal presented to the Bank, which may be modified, includes an estimated combined 40 market rate and affordable housing units.

Ms. Barker has had a personal lending relationship with the Bank since 2017 with all accounts handled as agreed. In addition, the Bank has engaged in additional commercial development conversations on other properties in Provincetown, which are ongoing.

The Bank has extensive experience lending in Provincetown and construction lending on commercial properties. Realizing the extreme need for housing on Cape Cod and Provincetown specifically, the Bank would be very interested in structuring a sound borrowing facility to aid in the redevelopment on 26 Shank Painter Road, Provincetown.

This is not a commitment to lend. Further due diligence is required to underwrite the request including but not limited to an appraisal/feasibility study, relevant financial information, environmental due diligence and other documentation as required by underwriters.

If you have any questions regarding this letter please call me at 508-568-1235, or e-mail at rcarey@mycapecodbank.com.

Very truly yours,

Robert Carey
First Vice President



3. Conceptual Design Drawings

1. Rendering
2. Site and Landscaping Plan
3. Floor Plans
4. Typical Unit Plans
5. Building Elevations with material indications

3.1 Renderings





3.1 Renderings



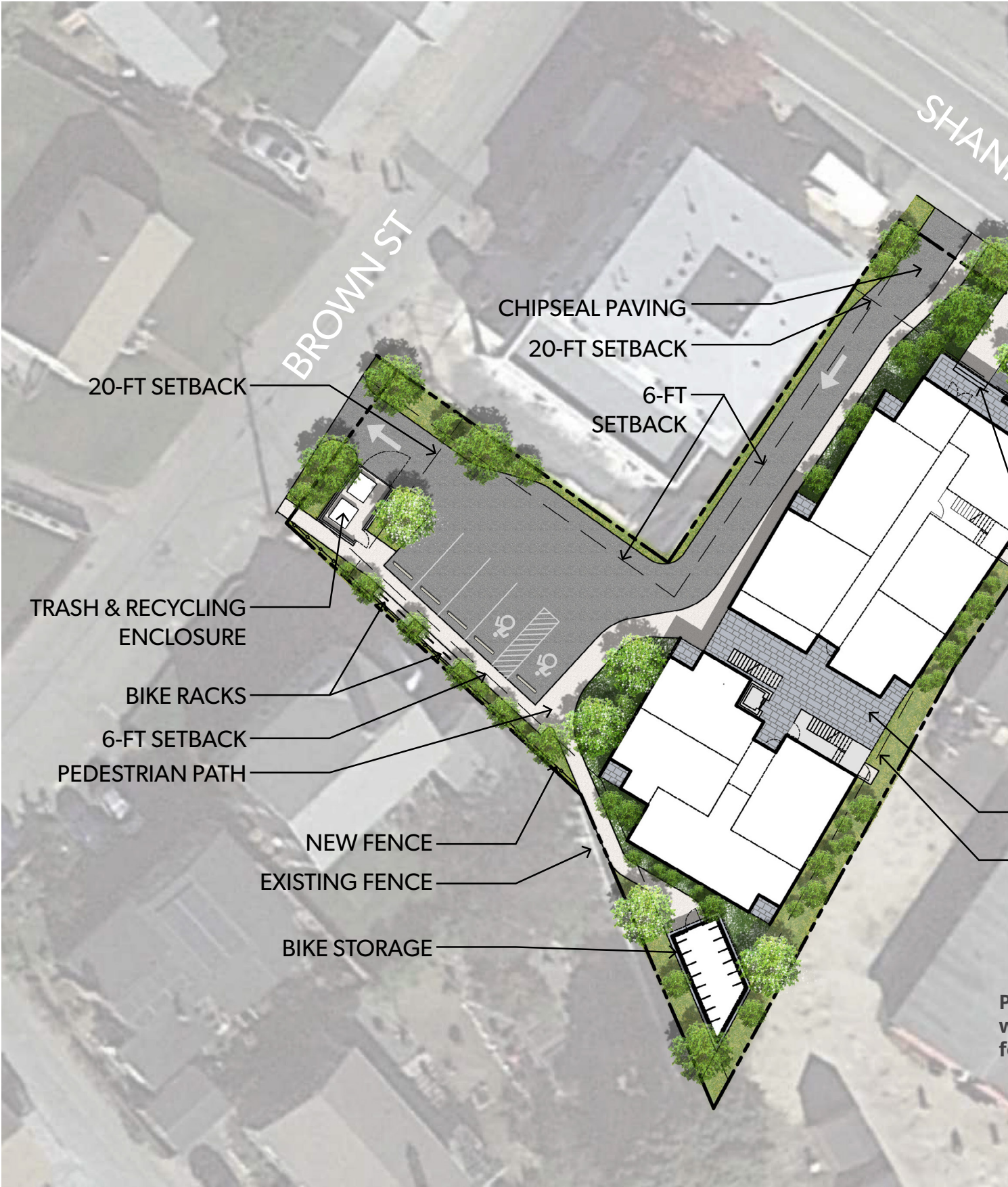


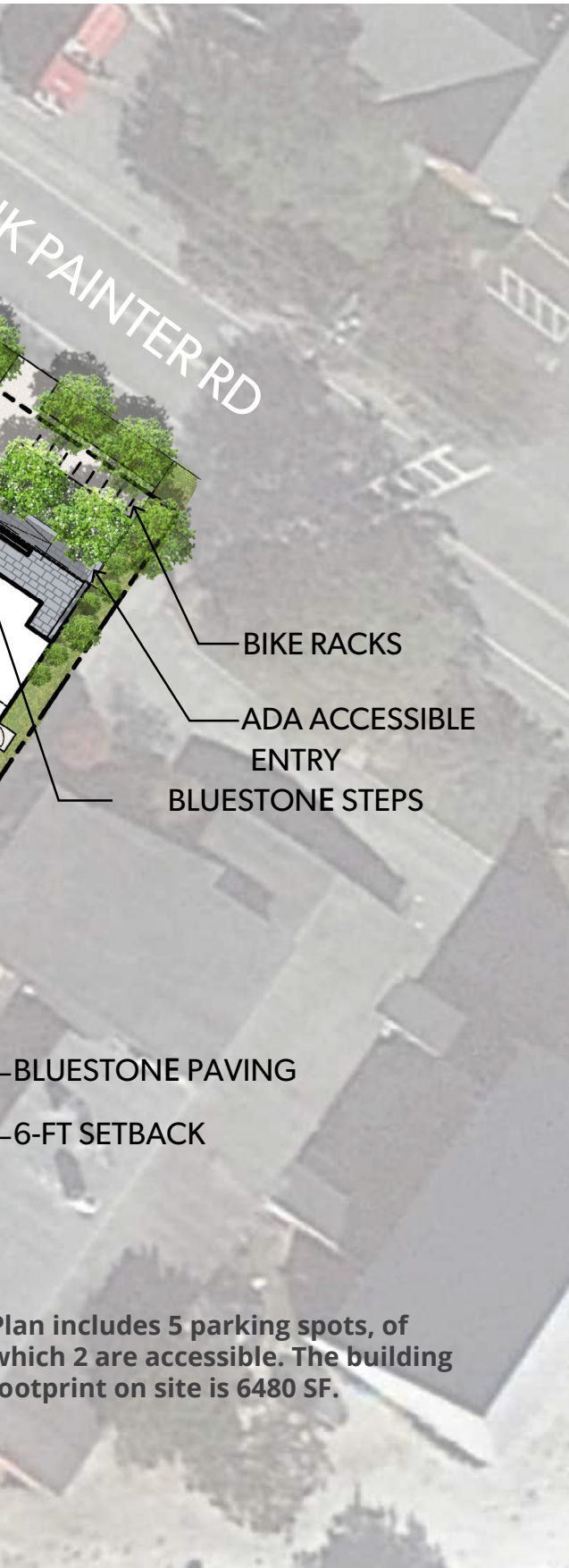
3.1 Renderings





3.2 Site & Landscape Plan





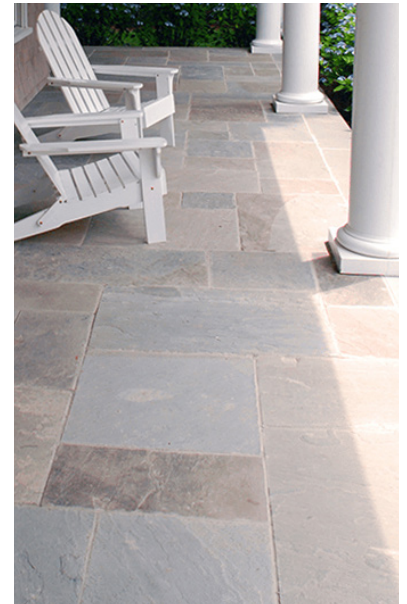
PRECEDENT IMAGES



NATIVE PLANTING



BLUESTONE STEPS

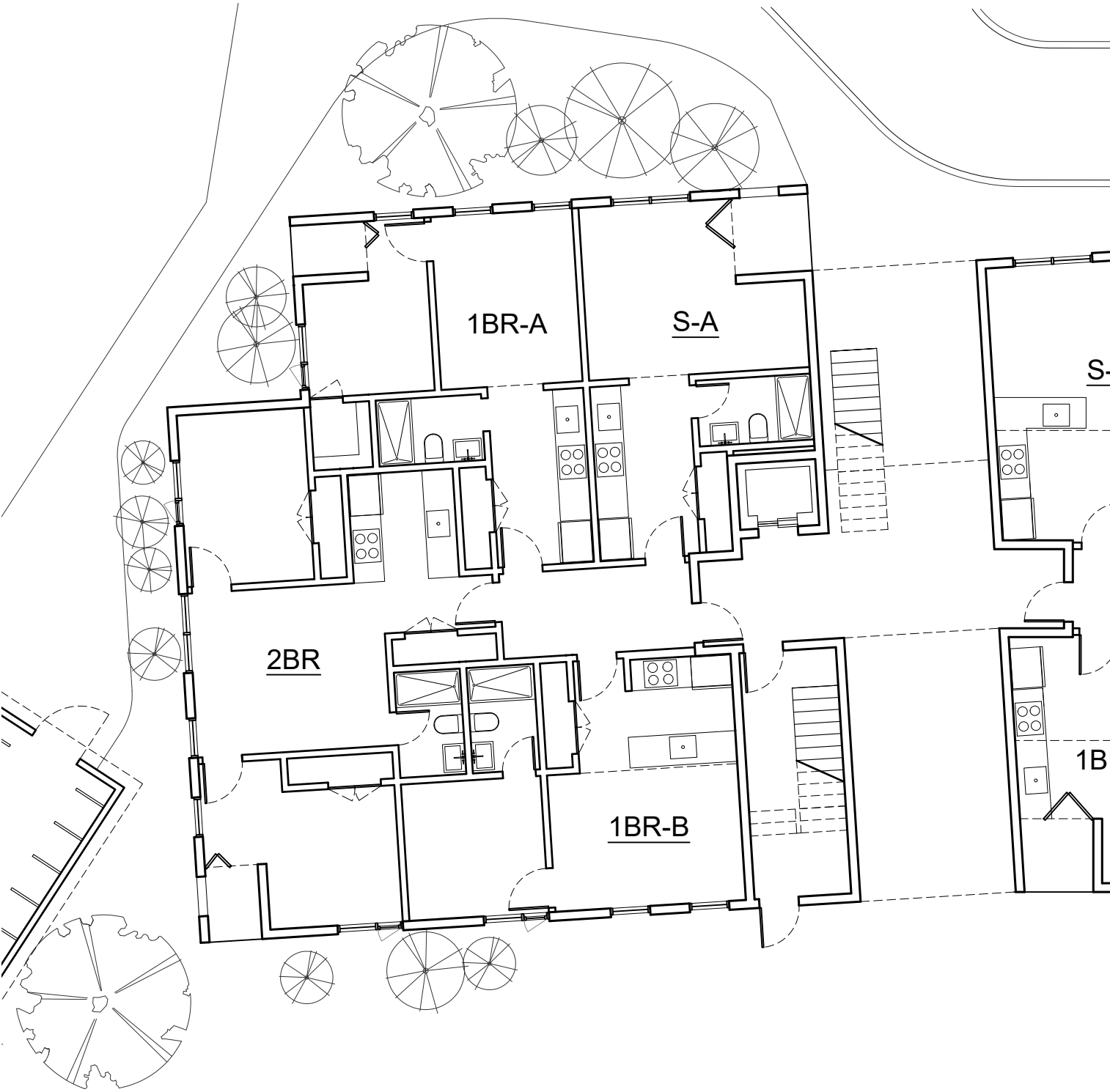


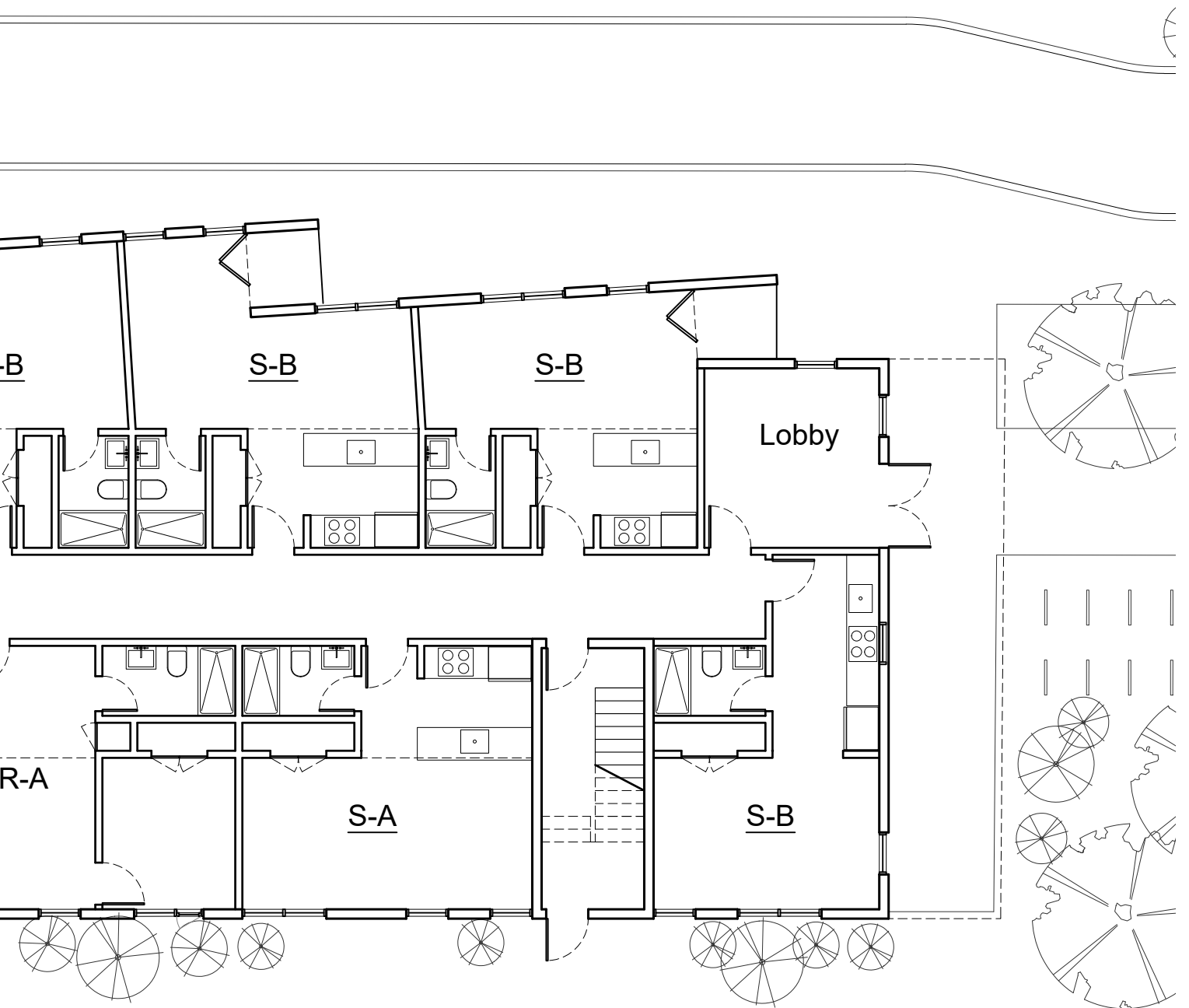
BLUESTONE PAVING



BIKE RACKS

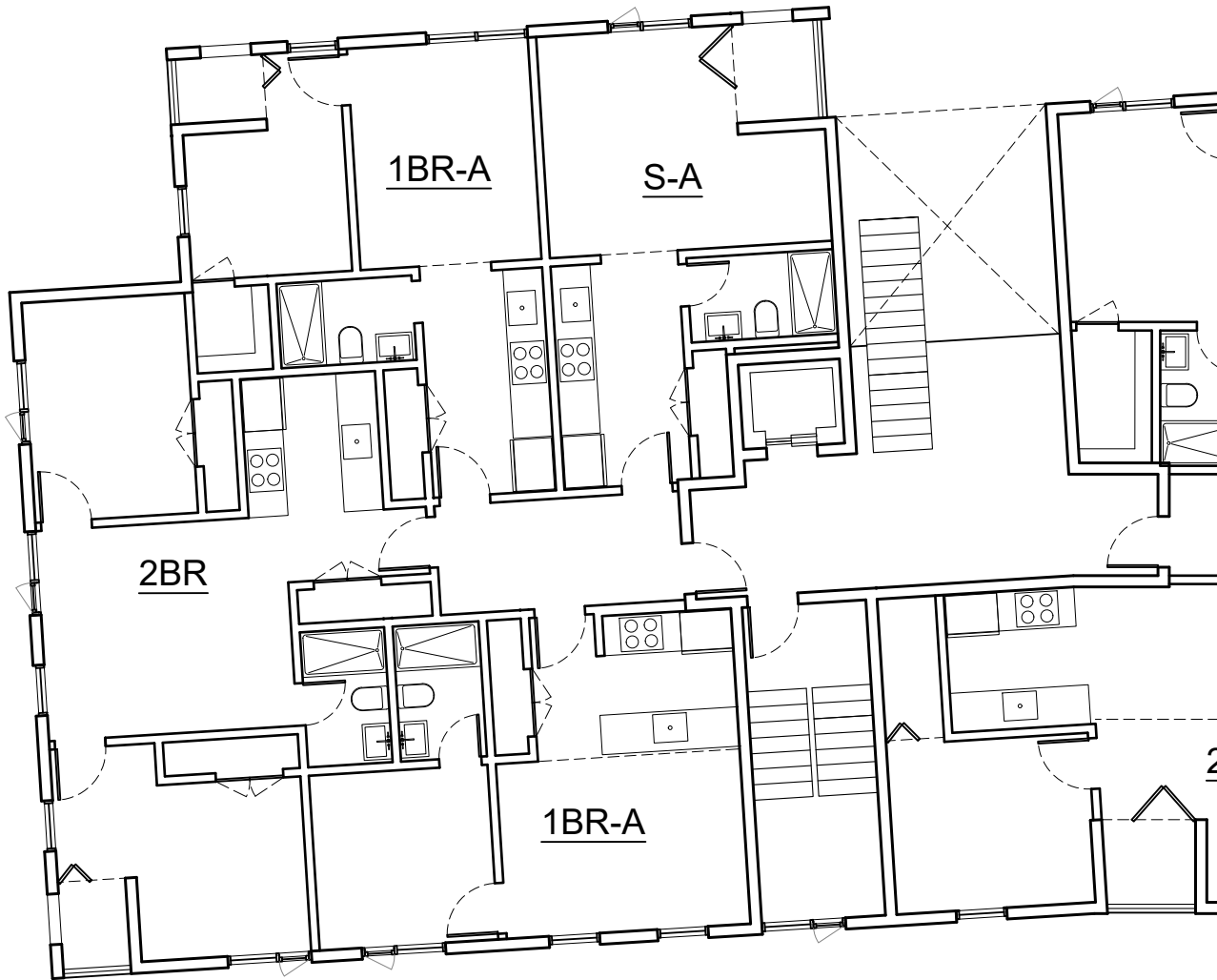
3.3 Floor Plan

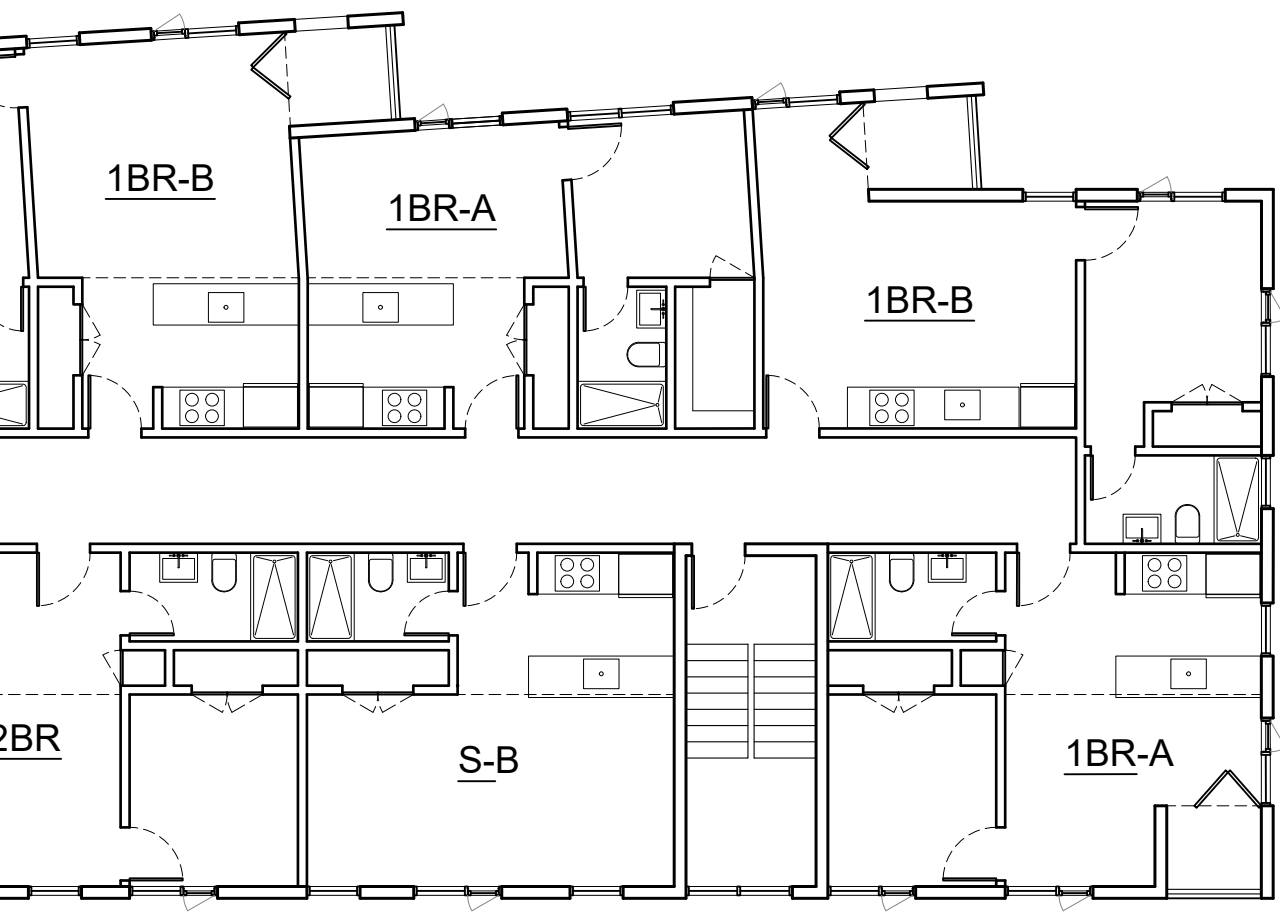




Level One Plans 3/32" = 1'-0" Scale

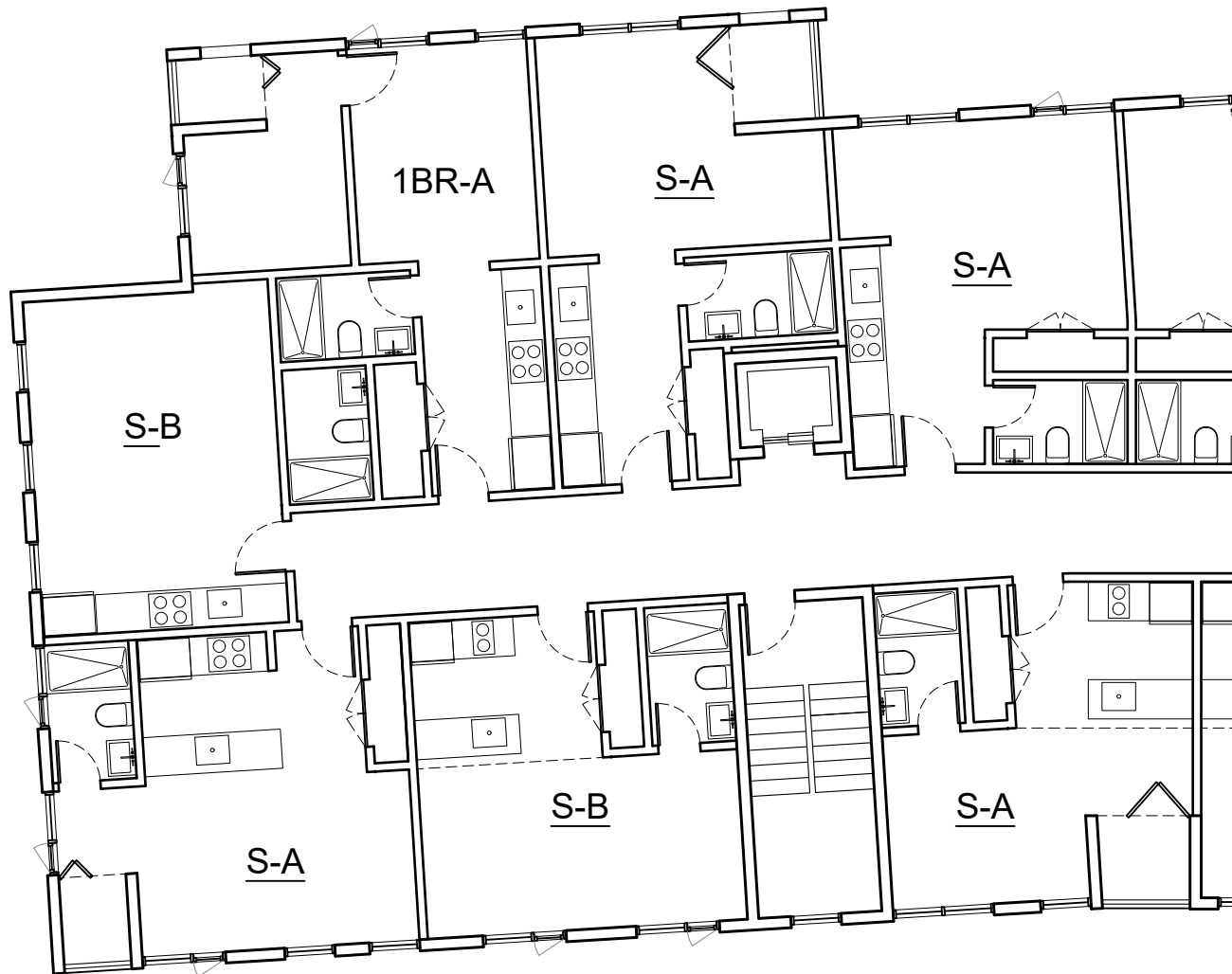
3.3 Floor Plan

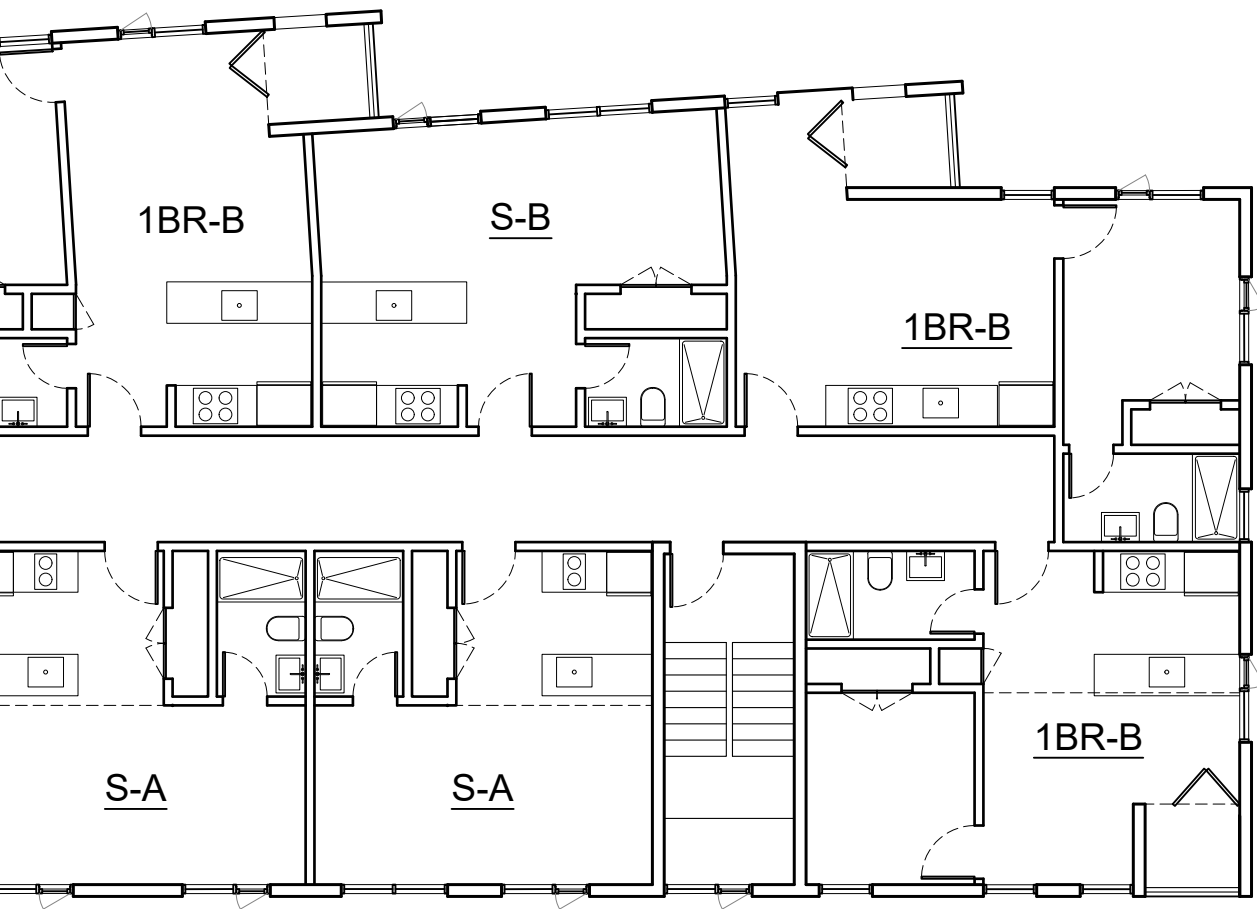




Level Two Plans 3-32" = 1'-0" Scale

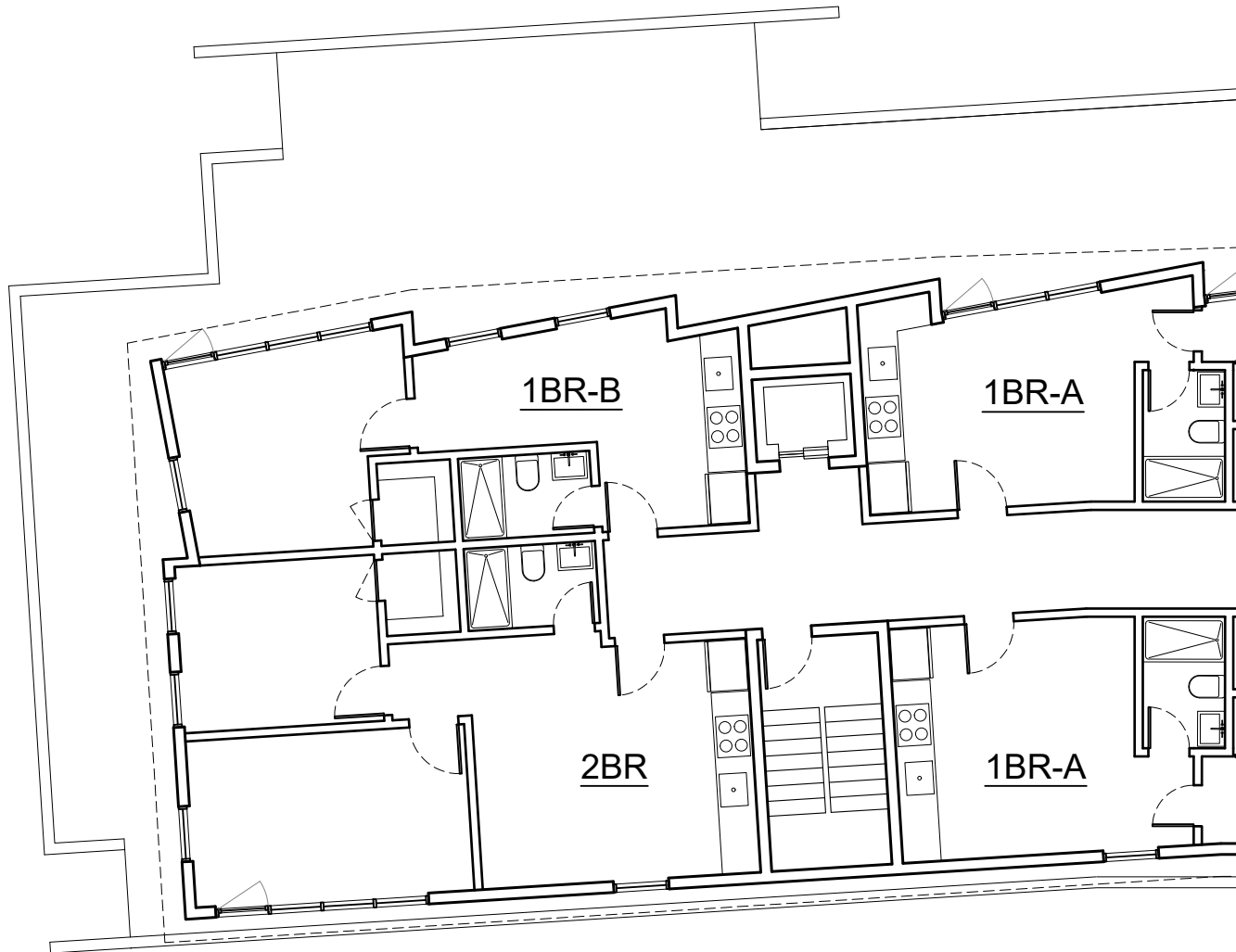
3.3 Floor Plan

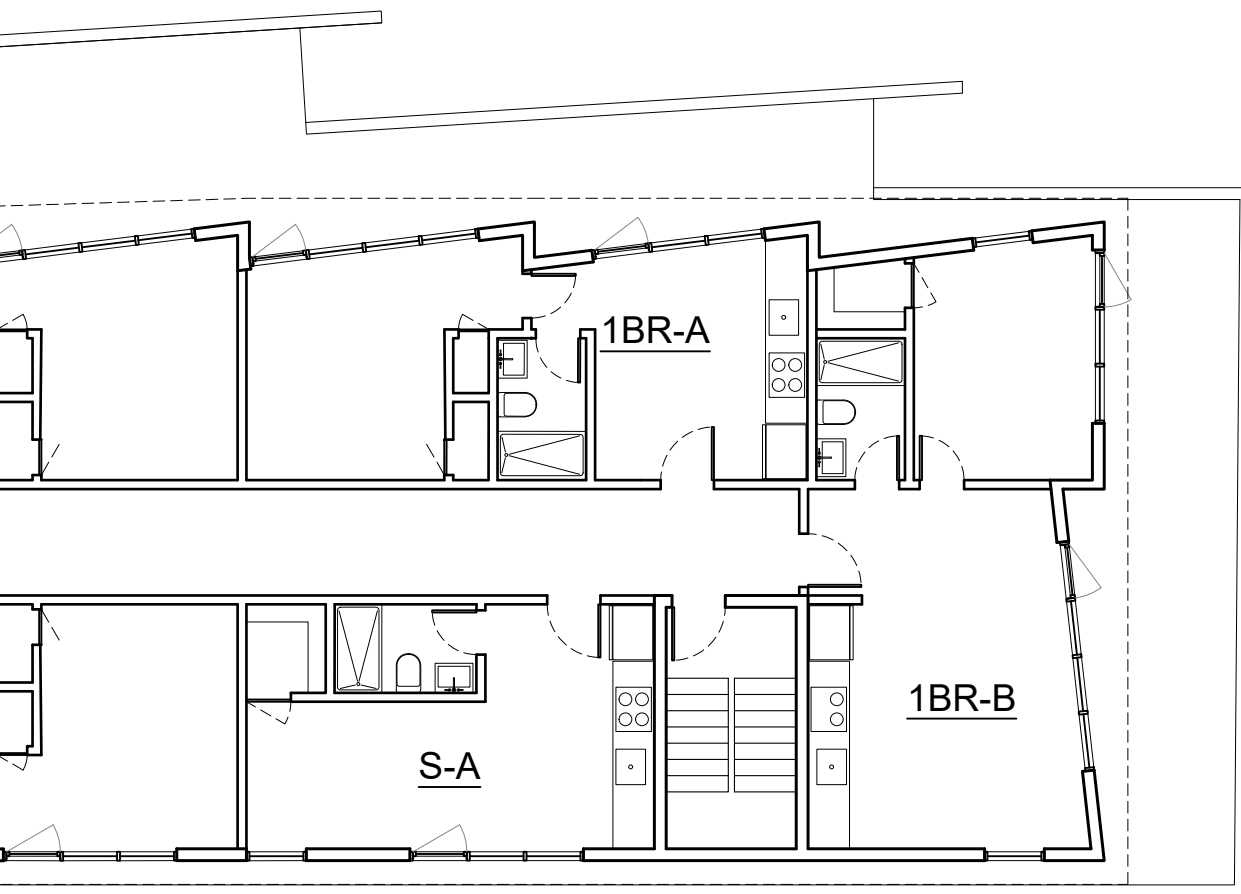




Level Three Plans 3-32" = 1'-0" Scale

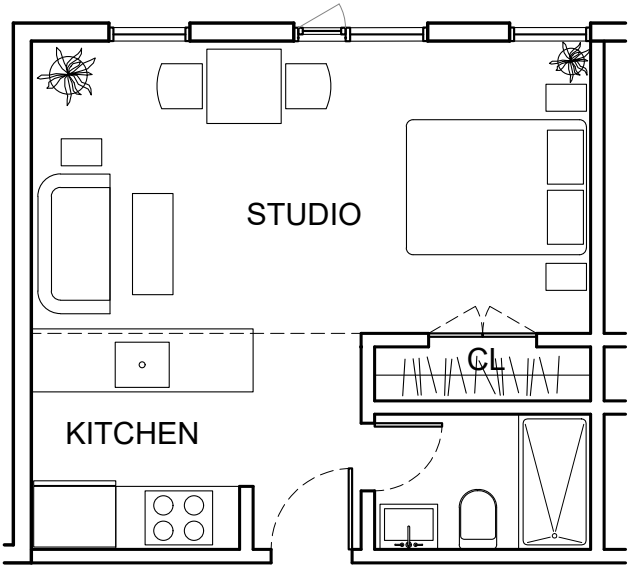
3.3 Floor Plan



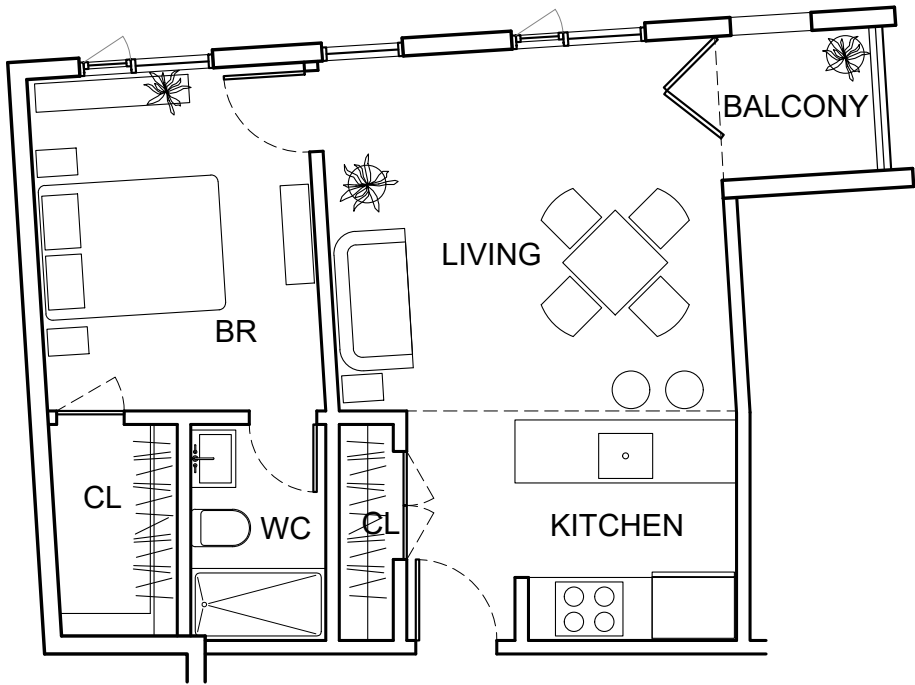


Level Four Plans 1-32" = 1-0' Scale

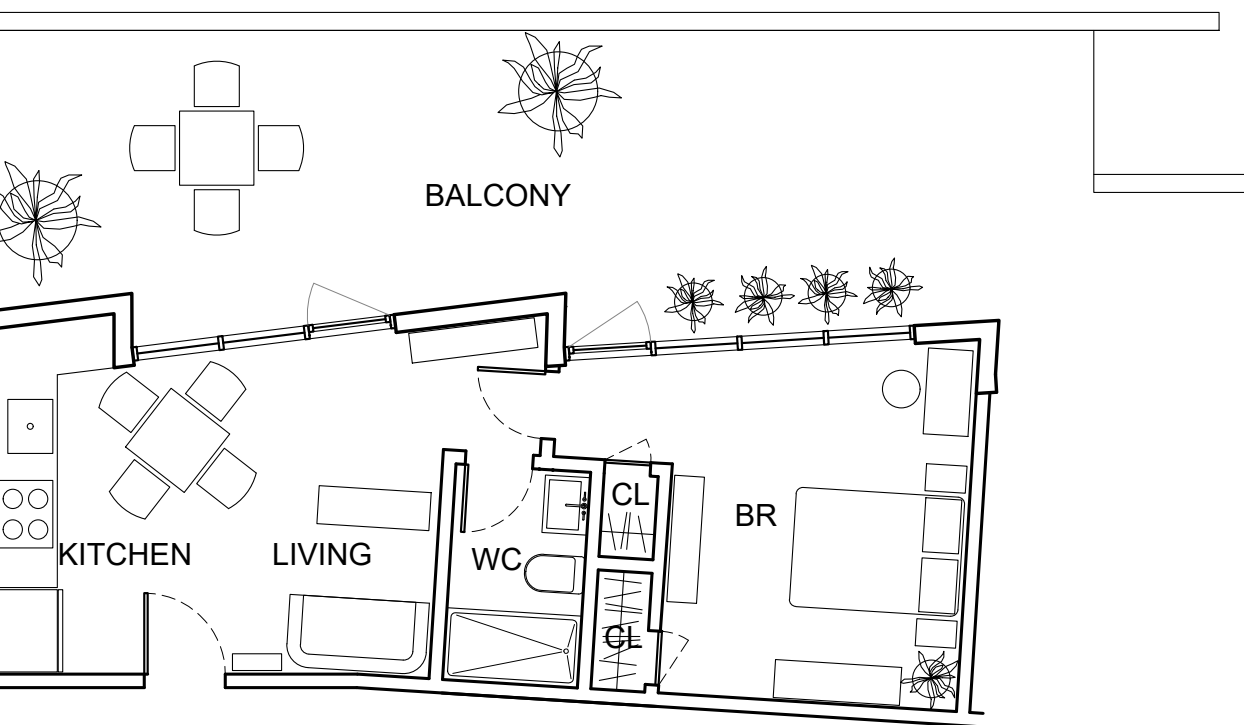
3.4 Unit Plan



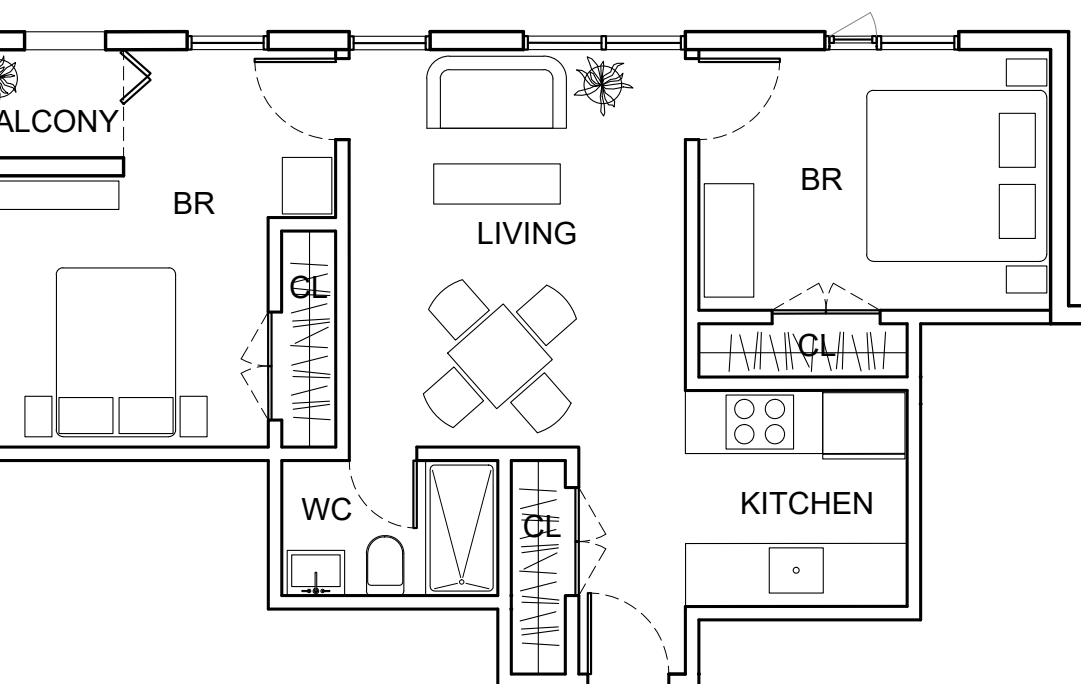
Typical Studio



Typical 1 Bedroom



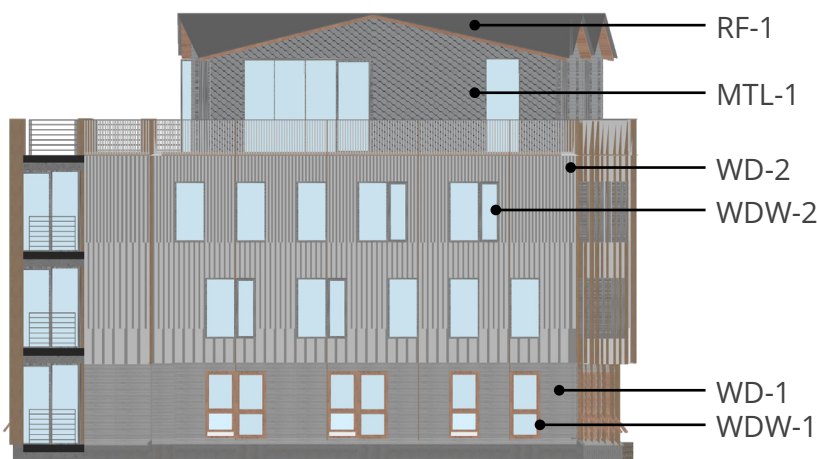
Typical 1 Bedroom @ 4th Floor Penthouse



Typical 2 Bedroom

All units at 1-8" = 1'-0" Scale

3.5 Elevations



Exterior Material -

WD-1
1x8 S3S larch lap-siding, finished with black stain and clear sealer, FS

WD -2
Lunawood Thermowood, S4S, finished with black stain and clear sealer, FS, varying widths and patterns, FS

WD-3
1x4 larch shiplap siding at wall



ed with Minewax polyshade classic
C certified.

reverse board-batten cladding with
SC certified.

and T&G at soffits, FSC certified.

MTL-1

22 gauge, pre-weathered zinc diamond shingles

WDW-1

Wood framed, insulated glazed window unit with lower awning lite.

WDW-2

Aluminum framed, low-e insulated glazing with casement lite.

RF-1

Tesla solar roof PV tiles



4. Development Team Qualifications

1. Developer

- a. Ecotecture & Salient Development Corp

2. Design Team:

- a. Machado Silvetti
- b. Weston & Sampson Landscaping
- c. Coastal Engineering
- d. BLW Engineering
- e. Building Evolution Corporation

3. General Contractor

4. Management Agent

4.1 Developer

ECOTEKTURE

Ecotecture Development and Design, established in NY, is a boutique firm dedicated to creating inspired residential, hospitality and commercial experiences on the East Coast. Christine Barker, Principal and Founder, has 27 years of development and design experience and has executed dozens of multi family, single family, subdivision, ground up and restoration projects. Christine's responsibilities at Ecotecture include opportunity identification; property acquisition; financing; permitting; design development; relationship management; community outreach; construction oversight; property management and sales. Projects currently under development include a mixed use development in Provincetown with two restaurants, a pier, 50 hotel rooms and 13 condominiums; a single family waterfront home; a multi use commercial building in the Hudson Valley; and a community of modern homes. Committed to elevated design, community enhancement and rooted in a commitment to responsible development and sustainable building practices, Ecotecture has developed properties in city centers; coastal environments and mountainside retreats and had work featured in films, magazines and design publications.

SALIENT DEVELOPMENT CORP

Salient Development Corp is a New York-based real estate development company devoted to creating distinctive, strategically executed and transformative projects designed to enhance neighborhoods, communities and the environment. M. Tatiana Eck, President, has over 25 years of experience and has been responsible for the development of more than 50 residential, commercial, hotel, retail and mixed-use projects with combined total development costs exceeding \$1.6B. Tatiana guides every project with a combination of technical expertise, tactical finesse, and a sophisticated understanding of the financial, logistical and physical implications of design choices. She has been directly responsible for all aspects of development including financial modeling, land acquisition, entitlements, contract negotiations, planning, design, construction and operations. Over the last 6 years, Salient has worked on the development, design and construction of three multifamily residential properties in conjunction with Spring Bay Property Company. Ridgelake was completed in 2020, Eclipse in 2022, and Waterside is currently in schematic design. Salient Development Corp is certified as a Woman-owned Business Enterprise (WBE) by the NYC Department of Small Business Services and by the New York State Department of Economic Development.

4.1a Developer



CHRISTINE BARKER
Principal, Ecotecture Development & Design

Background

Years of Experience 27

Specialties

- Residential Real Estate
- Land Subdivision
- Use changes
- Air Rights Development
- Renovations
- Design Build in Urban & Rural environments

Christine Barker is the Founder and Principal of Ecotecture Development & Design Inc., est 2011. Ecotecture is a development and design company focused on creating innovative, inspiring residential and hospitality experiences. Christine has over twenty year’s experience as a Commercial and Residential Real Estate Entrepreneur with over a dozen projects completed including ground up build; land subdivision; use changes; air rights development; renovations; and design build in urban and rural environments including Manhattan, Brooklyn, Montreal, Toronto, Provincetown Mass. and New Yorks’ Hudson Valley. Christine has been responsible for each project from sourcing opportunity to concept realization. Associated skillsets for each include at minimum negotiation; financing; acquisition; design; construction oversight; general contracting; leasing and property sales.

Christine also founded Barker Hudson Real Estate, a brokerage and property management firm which continues to operate with agents in New York City, the Hudson Valley, and Provincetown. Christine has brokered hundreds of complex land, residential, and commercial sales and leasing deals since 2003.

Ecotecture is well-known locally for the proposed 23,000 SF mixed use waterfront development at 227 R Commercial St. in Provincetown. The project, approved twice by Provincetown’s Zoning & Planning Boards and the Historic District Commission, encompasses 31 hotel rooms; 4 condos; a seaside restaurant/bar and a Pier, with construction slated to begin in 2024. The second Phase of this development, a separate approximately 22,000 SF building, will house another 18 hotel rooms, 13 condos, retail and a bar/restaurant on Commercial St. The proposed plans for this site have been approved by the local Historic District Commission, and are under review by the Cape Cod Commission.

To date in Provincetown itself, Christine completed a multi family from the stud renovation in 2016; and currently has a ground up waterfront multi family under construction in the Towns Historic District center, which will be completed in Q3 2023. Christine began her career as an environmental scientist; she holds a bachelor’s degree in Biology and a Master’s of Science in Ecotoxicology. During this tenure she worked with Engineering Consulting firms, corporations and academia for 15 years. A commitment to the environment informs Ecotecture’s practices, through incorporating conscientious materials and sustainable practices from build through operation, in every development project, big or small.

4.1a Developer



M. TATIANA ECK
President, Salient Development Corp

Background

BA in Architecture, Cum Laude, Princeton University	1993
M.Arch University of Virginia	1999
Masters in Urban & Environmental Planning, UVA	1997
Years of Experience	28

Selected Projects

Ridgelake Apartments, Sarasota, FL
Eclipse Apartments, Huntsville, AL
Stowe Mountain Lodge, Phase I & II
Mountain Cabins, Stowe, VT
Stowe Performing Arts Center

Licenses and Affiliations

Registered Architect: NY
LEED Accredited Professional
Cal OES Certified SAP Building Evaluator

M. Tatiana Eck is the President of Salient Development Corp, a New York based real estate development company devoted to creating distinctive, strategically executed and transformative projects designed to enhance neighborhoods, communities and the environment. With more than 25 years and over \$1.6 billion in development experience across all major product types throughout the United States and internationally, Tatiana combines a passion for innovative ideas and forward-thinking design with technical expertise, financial discipline and a commitment to quality and integrity at every level.

Over the course of her career, Tatiana has managed many development projects, from concept and feasibility studies, through design, permitting, financing and construction, and into lease-up, stabilized operation and asset management, including: office, retail and residential renovations and new construction in NYC; 5-star hotel and restaurant renovations in Puerto Rico; a new commercial office building in Kampala, Uganda; 10 retail branches for a financial services company throughout the US; a LEED Gold certified Class A high-rise office building at Atlantic Station, a 138-acre brownfield redevelopment project in midtown Atlanta; and, in her early years as an architect, budget-conscious ground-up public schools in Virginia, NYC and Long Island. She has years of experience working closely with NYC Economic Development Corporation, School Construction Authority, NYC Department of Buildings, NYS Empire State Development, NYS Department of Environmental Conservation, MTA, DOT, ConEd and other state and city agencies.

4.2a Design Team - Machado Silvetti

MACHADO SILVETTI

Machado Silvetti is an internationally recognized and award-winning design office.

We are a group of architects and designers who share a commitment to excellence across design, service, and implementation and a belief that translating novel ideas into real buildings is essential, necessary, and meaningful work. We approach each project with all the experience of our past work, with a deep knowledge of the discipline, history, and craft of architecture, and with open eyes, ears, and expectations that the motivating and central ideas of a project emerge from its unique setting and stories.

Our Principals are involved in each project from beginning through the end, leading the project and guaranteeing its success with a team of talented and interdisciplinary architects and designers. Machado Silvetti is a full-service, architectural, and urban design practice that consistently performs and delivers on projects of all sizes—from small classroom upgrades to dormitories and innovation centers, to the largest museum projects, and indeed entire university campuses. Our projects are as diverse as hospitality establishments, state department needs, commercial medical buildings and sports facilities.

Our designs for housing, whether apartments, condos, single families, or dormitories, bring dignity, comfort, and quality of life to each occupant and visitor. We know that housing is both a community asset and a deeply personal space, and we are attentive to the tangible and intangible qualities that make housing functional, memorable, and lasting. And we believe in housing design that is gracious in its design, adaptable to fit each of us well, with the

possibility of becoming tailored to our way of living, recognizing our differences, satisfying our needs, and even indulging our desires.

We are excited by the opportunity to be pre-qualified to work with Provincetown and we welcome this and any opportunity to share our work, our stories, and our values with you.



4.2a Design Team - Machado Silvetti



Jeffrey Burchard, AIA
MACHADO SILVETTI
Managing Partner, Principal in Charge

Background

Master in Architecture with Distinction Harvard University Graduate School of Design	2008
Bachelor of Science & Master in Architecture University of Idaho	2006
Years at Machado Silvetti	15
Member: American Institute of Architects	
Registered Architect: MA, NY, CO, TX, NC	
Certificate Holder: NCARB	
Academic Engagement: Assistant Professor in Practice of Architecture Harvard University Graduate School of Design	
Professional Engagement: Former Member of the Board of Directors of the Boston Society for Architecture (BSA); Member of the BSA Urban Design Committee; Member of the Urban Land Institute (ULI)	

Selected Projects

- Denver Art Museum Revitalization and Expansion
- Overseas Building Operations, US State Dept
- First Church of Christ, Scientist, Boston Campus
- Waltham Medical Offices
- Alamo Museum and Visitor Center Concept Design
- Downtown Cary Park
- Provincetown Waterfront Hotel
- Benton Museum of Art at Pomona College
- Columbia, MD Mixed-use Development
- New Bedford Whaling Museum
- Syracuse University Allyn Innovation Center
- Asian Art Study Center at the Ringling Museum of Art

Jeffrey Burchard is an Architect and Urban Designer. As the Managing Partner at Machado Silvetti, Jeffrey is involved in all aspects of the practice, from design through firm management. In all roles Jeffrey brings great enthusiasm for architecture, urban design, and the impact that space, form, and material has on the human experience. He has special expertise in the reuse of historic buildings, complex urban and campus environments, spaces and places for the arts, innovative building technologies, sustainable material systems, and contemporary programs.

Jeffrey received the 2020 AIA Young Architects Award for his demonstrated commitment to excellency in design, professional practice, and education. Recent awards for design work include the Boston Society for Architectures (BSA) Award for Design Excellence for the Denver Art Museum, the NYU Global Center, the Asian Art Study Center at the Ringling Museum, and the Vietnamese-German University; the AIA New England Honor Award for the Ringling; and the AIA Florida Gulf Coast Award of Divine Detail for the Ringling’s terra-cotta facade.

Jeffrey is an Assistant Professor in Practice of Architecture at the Harvard Graduate School of Design (GSD) where he offers instruction in Design Studios and the history, theory and practice of architecture.

Jeffrey sits on the GSD’s Professional Practice Forum and is the GSD’s representative on the BSA’s Board of Directors. At the BSA Jeffrey founded and hosts “Openings”, a series of presentations and discussions about new, renovation, and addition projects that are opening soon. He is often invited to review student work throughout the United States and he has served on several professional juries including the AIA San Francisco Design Awards, the AIA Montana Design Awards and the Liberty Museum ideas competition.

Jeffrey holds two Masters degrees in Architecture, the first with Honors from the University of Idaho, and the second a post-professional Masters with Distinction from the Harvard Graduate School of Design. Jeffrey’s work and writings have been featured in publications such as CLOG, IntAR, Competition, Architect, Architecture Record, Domez, Clarin, and the Architects Newspaper.

4.2a Design Team - Machado Silvetti



TUCKER DOUGLAS, AIA

MACHADO SILVETTI

Associate

Background

Masters of Architecture, Rice University	2014
Bachelor of Science in Architecture, University of Idaho	2011

Total Years of Experience	10
of which at Machado Silvetti	2

Registered Architect: MA, TX
Membership: American Institute of Architects
Certificate Holder: NCARB
Adjunct Professor, Tufts University

Selected Projects

- BlueHawk Medical Office Building
- Otis School Renovation
- BPS DESE Toilet Room Phase III Renovation
- Provincetown Hotel, Provincetown, MA
- Montrose Collective Building A*
- Montrose Collective, Building B*
- Donald Judd Architecture Office*
- Chamberlain Building Restoration*
- Transart House*
- White Oak Music Hall*

*Projects performed while at other office

Tucker Douglas is a licensed architect and Associate with over 12 years of experience working as a designer and project manager. He received his Bachelor of Science in Architecture in 2011 from the University of Idaho and a Master of Architecture from Rice University in 2014.

Prior to joining Machado Silvetti, Tucker worked on a number of award winning projects with practices such as Carlos Jimenez Studio, Schaum Shieh Architects, and Michael Hsu Office of Architecture. This work has been featured in national and international publications which include Domus, The New York Times, and Architectural Record. Tucker has experience at all phases of design, working across multiple project types and scales which include cultural institutions, mixed-use developments, hospitality, and historic preservation. Since joining Machado Silvetti Tucker has led the design and project management of a 71,000sf medical office building located in Waltham, MA, supported the development of a 31 key first phase, 18 keys second phase, boutique hotel in Provincetown, MA and has been involved in a number of smaller feasibility studies for the renovation of existing buildings. Tucker also manages the development of internal office quality control standards and improved workflows of drawing production.

Originally from Memphis, TN, Tucker grew up all over the United States. He holds a particular appreciation for regional sensibilities, and the power of these contexts to generate meaningful and caring design solutions for the end-user.

4.2a Design Team - Machado Silvetti



JENNI KATAJAMÄKI, AIA

MACHADO SILVETTI
Associate

Background

Bachelor of Architecture RISD	2006
Years of Experience	17
Years at Machado Silvetti	4
Certificate Holder: NCARB	
Registered Architect: MA	
LEED Accredited Professional	

Selected Projects

Chisinau, Moldova New Embassy Compound
Kuala Lumpur, Malaysia New Embassy Compound
Horace Mann School for the Deaf and Hard of Hearing
East Boston HS Library Renovation
Provincetown Landing Hotel
American University of Beirut | Faculty of Arts and Sciences
Chinatown Library Study
College of the Desert Palm Springs Campus Competition
Alamo Museum and Visitor Center
Cary Downtown Park
Library | Wilbraham and Monson Academy*
American International School of Zagreb*
American Cooperative School of Tunis*
New Middle School | Charles River School*
Early Learning Campus | Luanda International School*
West Bridgewater Middle-High School*
Faculty of Arts and Sciences | Aga Khan University*

**Project performed with other firm*

Jenni Katajamäki is an Architect and Project Manager. As a project manager, Jenni manages large and complex projects from inception to completion. She relishes the challenges of working with large teams, on multi-faceted projects with multiple unknowns and moving parts.

Jenni prides herself on developing a deep understanding of each client's needs, and developing elegant design solutions that address programmatic and technical requirements as well as speaking to the spirit of the place.

Jenni received a Bachelor of Architecture from Rhode Island School of Design and has over 17 years of experience, primarily with institutional and civic projects.

Prior to joining Machado Silvetti, Jenni was an Associate at Flansburg where she led the design of projects for independent and international schools, including a new 6,000 SF stand-alone library for the Wilbraham and Monson Academy in Wilbraham, MA; the 13,000 SF new Middle School at Charles River School in Dover; and a new 95,000 SF campus for the American International School of Zagreb.

Jenni's work has won awards such as the 2018 Medal for Architecture and the 2019 BSA Honor Award (American International School of Zagreb); the 2019 BSA Design Award (Charles River School); and the BSA Campus Planning Award (Aga Khan University). She is also the recipient of the 2018 Medal for Architecture, awarded by the Croatian Chamber of Architects for the "most beautiful building in Croatia." (American International School of Zagreb)

4.2a Design Team - Machado Silvetti



Atelier 505

Boston Center for the Arts

Location: Boston, MA

Project Type: Mixed Use Center

Numbers of residential units: 100

Project Scope: SD, DD, partial CD, partial CA

Start Date: 2004

Projected and Actual Completion Date: Sept. 1997 (includes periodic delays)

Total Development Cost: \$80M

Development Team: The Druker Company

Key personnel: Rodolfo Machado - PIC

Current Status: Completed

Description:

The Atelier 505 mixed-use development contains theater and arts facilities to expand the Boston Center for the Arts, commercial and retail spaces, and over 100 residences. The new building treats the entire city block as a conceptual unit divided into many buildings orchestrated relative to one another with the BCA's Cyclorama dome as the architectural centerpiece.

The new building mass steps back from the face of the Cyclorama along Tremont Street, exposing the building's copper dome to the street. This stepping back also creates a triangular public plaza, animated by landscaping, paving patterns, café seating, shopfronts, display windows and lobby entrances. The new construction is designed to read as several volumes, rather than as a single monolithic building, in order to allow for transitions in scale and to echo the nature of the South End fabric.



4.2a Design Team - Machado Silvetti



Provincetown Mixed-Use Hotel

Location: Provincetown, MA
Project Type: Mixed Use Hotel
Numbers of residential units:
Hotel Rooms + 13 Residential
Units
Project Scope: Concept through
CA
Start Date: 2018
Projected and Actual Completion
Date: Pending Environmental
Permitting
Total Development Cost: N/A
Development Team: Ecotecture
Development & Design
Key personnel: Jeffry Burchard
Current Status: Ongoing



Description:
The recreation of 227-229
Commercial Street celebrates
the memory and spirit of
Provincetown's Industrial
Heritage and Maritime Culture.
Located in the heart of
Provincetown and closely tied
to the harborfront, the site is
a year-round destination and
an economic engine for the
community.



This project improves congestion
by providing access to the
beach, furthers the vision of the
harbor loop, and repairs existing
environmental degradation
by cleaning up the site.
Social and economic benefits
include creation of year-round
employment; a new restaurant; a
home for a retail store; creation
of hotel rooms; and realization
of a vibrant destination for
residents and visitors.

4.2a Design Team - Machado Silvetti



Westtown Development

Mixed-Use City Center Development

Location: Giza, Egypt

Project Type: Mixed-Use Development

Numbers of residential units: 175

Project Scope: Full Architectural Service

Start Date: 2009

Projected and actual Completion Date: 2014

Total Development Cost: \$100M

Development Team: SODIC

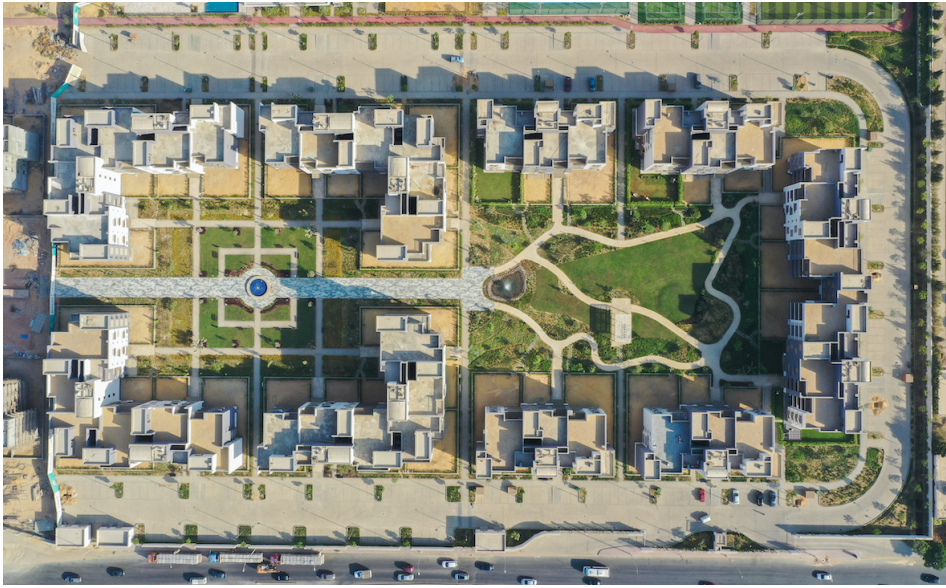
Key personnel: Rodolfo Machado

Current Status: Completed

Description:

Solidere International, in partnership with SODIC Company, developed a 1,200,000 square meter mixed-use city center development named Westtown. The site is located within the recently planned Sheikh Zayed City. This new city is quickly becoming one of the leading satellite communities of Cairo lying 38 km from the capital's center. Currently, Sheikh Zayed City houses around 50,000 residents, with a laying population expected to reach 500,000 within 10 years and an ultimate population projected for 3.5 million. This rapid urbanization is being driven by businesses moving out of the capital's center to new high-tech business parks together with a strong trend of residential migration out of the congested city center.

4.2a Design Team - Machado Silvetti



AEON Residential Development

Location: Cairo, Egypt
Project Type: Residential
Numbers of residential units: 400+
Project Scope: 160,000 SF
Start Date: 2016
Projected and Actual Completion Date: 2022
Total Development Cost: N/A
Development Team: Marakez
Key personnel: Rodolfo Machado - PIC, Jeffry Burchard, Proj. Director
Current Status: Ongoing Construction



Description:
MARAKEZ is developing a 160,000 sf residential neighborhood development in West Cairo, titled Aeon. This new neighborhood features a distinct low-rise neighborhood surrounding public gardens and a high-rise residential tower. The community is serviced by convenient perimeter parking and is connected to a broad range of shared community amenities. The diversity of outdoor spaces gives each residence a unique identity within the larger community and provides residents and their families with a range of landscapes and environments to explore and enjoy. Building entrances and lobbies are carefully designed to frame views of the landscape beyond. Stairs descend down to the pedestrian paths which wind their way through a wide variety of gardens and outdoor recreation spaces. A central pedestrian promenade connects the four gardens and provides a direct walking path to the grocery store, cinema and all of the services, shopping and entertainment venues provided in the Mall of Arabia.

4.2a Design Team - Machado Silvetti



Costello Sheraton Lake Front

Downtown MasterPlan

Location: Columbia, MD

Project Type: Masterplan

Numbers of residential units: 200

Project Scope: Concept - SD
(additional phases on hold)

Start Date: 2018

Projected and actual completion
date: N/A

Total Development Cost: N/A

Development Team: Costello
Construction

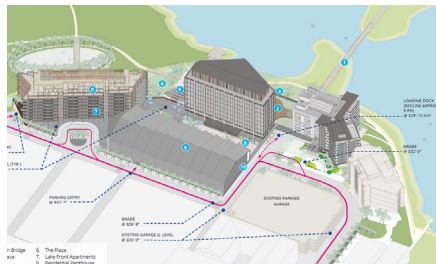
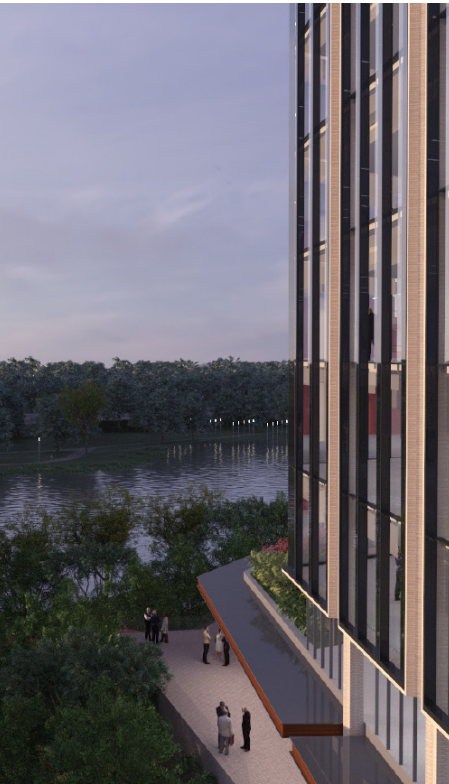
Key personnel: Jeffry Burchard - PIC

Current Status: On Hold

Description:

The project for the Masterplan of the Costello Lakefront development includes a lakefront podium with garden level apartments that provides connection to a large garden, bridge and playground, 9-story Office building and conference center and penthouse, 11-story residential block with lakefront and plaza views, and a final fourth component that includes a Tennis and Fitness center.

The large downtown area is developed in conjunction with Costello Construction to ensure the wellbeing of the surrounding area.



4.2b Design Team - Weston & Sampson Landscaping

Weston & Sampson

Established in 1899, Weston & Sampson offers capabilities ranging from project development and planning through design, construction, and long-term operation and maintenance. Our multi-disciplined staff of more than 750 professionals includes landscape architects, urban designers, planners, engineers, permitting experts, and construction professionals. In 2012, Weston & Sampson launched a dynamic design studio within the larger firm and quickly established a reputation for creativity and excellence in planning and design. We have consciously focused our work on multi-use, multi-generational improvements that are inclusive, high-performing, sustainable, and compelling as seen in our work in communities like Boston, Framingham, Somerville, Springfield, and Worcester. To achieve your goals, we have assembled an experienced, agile team of in-house professionals to assist you in this effort.

We have many years of experience of working with towns and municipalities on The Cape, including Provincetown. We are currently working with the town on a master planning effort for reimagining Motta Field and are in the permitting phase of the resilient waterfront site now known as Cannery Wharf Park. These projects included numerous public meetings where we built rapport with the town and gained consensus designs that resonated with residents. Cheri led this effort with great success and has strong relationships with town officials and the community at large.

Within the last few years, we have begun to grow our public housing portfolio with local developers and architects on projects in Boston, Worcester, and Foxborough. We are currently working with the town of Foxborough and their housing authority on a two-hundred-bed Passive House senior affordable housing development. Another housing project we proud to be currently working on is for St. Mary's Women's Center in Dorchester, which runs transitional and permanent supportive housing programs with the goal of getting residents on their journey towards success, stability, and self-sufficiency. We are well-positioned to support the design and development of inclusive workforce housing that will improve quality of life for generations to come.



4.2b Design Team - Weston & Sampson Landscaping



CHERI RUANE, FASLA

WESTON & SAMPSON
Vice President

Background

Master of Landscape Architecture Harvard University, Graduate School of Design	2001
Bachelor of Science, cum laude Landscape Architecture University of Massachusetts	1995

Professional Affiliations & Registrations

Registered Landscape Architect: Massachusetts No. 1220, New Hampshire No. 00012 Connecticut No. LAR.0001510 New York No. 002211-1, Florida No. 6667031, North Carolina No. 2141 , South Carolina No. LSA 1336 Texas No. 3270, Colorado No. LA.0001152
CLARB Certified
Fellow, American Society of Landscape Architects
Trustee, Former President, Boston Society of Landscape Architects

Selected Projects

Cannery Wharf Park, Provincetown, Massachusetts
Motta Field Master Plan, Provincetown, Massachusetts
Downtown Visioning and Connectivity, Portsmouth, New Hampshire
Revitalization of Draw Seven Park, Massachusetts Department of Conservation & Recreation
North Commons Village Family Development, Lowell, Massachusetts.
Lenox Street Family Development, Boston, Massachusetts.
Bromley Park and Heath Street Family Developments, Jamaica Plain, Massachusetts.
Bishop Markham Village Family Development, Lowell, Massachusetts.

Cheri is a Registered Landscape Architect with 25 years of experience in multi-disciplinary project management, community engagement, construction administration, and business development. She has special expertise with socially and politically complex site design projects and facilitating public participation. The combination of managing projects from the perspective of the owner, while working for the City of Boston, as well as supporting clients as a consultant, has given Cheri a unique understanding of how best to manage complex projects and work in close coordination with various stakeholders.

Cheri understands that urban landscapes require a creative approach to design integration. From coordinating the goals of owners and stakeholders to choosing appropriate construction materials, these places have complicated contexts that need to be carefully addressed in order for the end result to be successful.

Community outreach as well as owner-interface presentations throughout the design process are integral to all of Cheri’s projects. While at Boston Parks, she involved the residents and neighborhood children in the design of the playground projects she managed. During her graduate studies at Harvard, she continued her participatory design research. There, she developed a series of design workshops for school-aged children that involved them in the design of their schoolyards and neighborhoods. As a discipline leader and vice president at Weston & Sampson, Cheri continues to evolve presentation strategies that engage and inspire stakeholders of all ages.

Recent Awards:

2022 Pinnacle Award, Achievement in the Professions, Greater Boston Chamber of Commerce | Women’s Network
2020 Women in Design Award of Excellence, Boston Society for Architecture

4.2b Design Team - Weston & Sampson Landscaping



MATTHEW SOULE, RLA

WESTON & SAMPSON
Senior Project Manager

Background

Master of Landscape Architecture University of Pennsylvania, School of Design	2009
Bachelor of Arts, Theater Design/Pre-Architecture, Middlebury College	2000

Professional Affiliations & Registrations

Pennsylvania #LA003014
American Society of Landscape Architects
Boston Society of Landscape Architects

Selected Projects

Cannery Wharf Park, Provincetown, Massachusetts
Endicott & Bigelow Complete Streets project, City of Worcester, Massachusetts
Billings Field, Boston, Massachusetts
Tacoma Playground Improvements, Worcester, Massachusetts
Resilient Urban Forest Master Plan & Urban Heat Island Assessment, Lowell, Massachusetts
Seaport Square Park, Boston, Massachusetts
Farnsworth Plaza, Boston, Massachusetts
Plaza for the Shrine of Our Lady of Good Voyage, Boston, Massachusetts
Serota Building Renovation, New York Institute of Technology, Old Westbury, New York
New York Institute of Technology Vision Plan, Old Westbury, New York

Cheri is a Registered Landscape Architect with 25 years of experience in multi-disciplinary project management, community engagement, construction administration, and business development. She has special expertise with socially and politically complex site design projects and facilitating public participation. The combination of managing projects from the perspective of the owner, while working for the City of Boston, as well as supporting clients as a consultant, has given Cheri a unique understanding of how best to manage complex projects and work in close coordination with various stakeholders.

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Recent Awards:

2022 Pinnacle Award, Achievement in the Professions, Greater Boston Chamber of Commerce | Women’s Network

2020 Women in Design Award of Excellence, Boston Society for Architecture

4.2b Design Team - Weston & Sampson Landscaping



JOHNATHAN LAW

WESTON & SAMPSON
Team Leader

Background

Leeds Metropolitan University Graduate Diploma in Landscape Architecture (Distinction)	2000
Leeds Metropolitan University Bachelor of Arts in Landscape Architecture (First Class Honors)	1998

Professional Affiliations

Town of Wellesley Design Review Board, Chairman	2014-18
Town of Wellesley Design Review Board, Member	2010-14

Selected Projects

- Stenton Mill Redevelopment, Winn Development, Sanford, Maine
- Walnut Street Senior Affordable Housing Development, Foxborough, Massachusetts
- Saint Mary's Women's Center, Boston, Massachusetts.
- Trinity Affordable Housing Development, Worcester, Massachusetts
- Excel Dryer World Headquarters, East Longmeadow, Massachusetts
- Master Plan for 425 Medford Street, The Flatley Company, Charlestown, Massachusetts
- Northborough Downtown Revitalization Master Plan, Northborough, Massachusetts

Johnathan is a Team Leader at Weston & Sampson with more than 20 years design and construction experience within the field of landscape architecture. He has played a key role on a range of streetscape, university campus planning, and open space improvement projects throughout New England, merging his design and technical expertise to create award-winning results. He has extensive experience in public engagement and has successfully obtained approvals for projects in the public and private sectors. Throughout his career, he has focused on creating strong relationships with clients within the private and public sectors.

Recent Awards:

- 2023 Merit Award in Design for UMass Amherst Campus Core Revitalization Boston Society of Landscape Architects
- 2018 Merit Award in Design for The Innovation and Design Building Boston Society of Landscape Architects
- 2017 Project of the Year for Concord Main Street Improvements, Concord, NH with McFarland Johnson New Hampshire Planners Association
- 2017 Preservation Achievement Award for Concord Main Street Improvements, Concord, NH with McFarland Johnson New Hampshire Preservation Alliance
- 2017 Public Works Project of the Year for Small Cities/ Rural Communities, Transportation Category for Concord Main Street Improvements, Concord, NH with McFarland Johnson American Public Works Association

4.2b Design Team - Weston & Sampson Landscaping

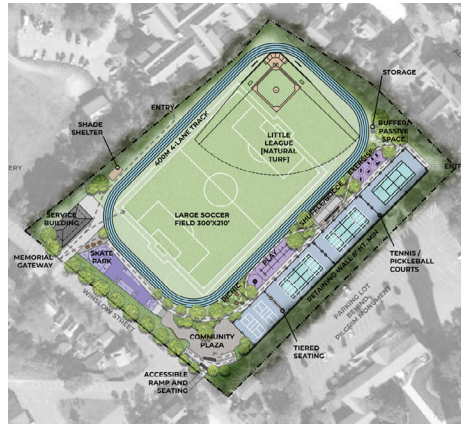


MOTTA FIELD

Location: Provincetown, MA
 Project Type: Master Plan
 Numbers of Residential Units: N/A
 Project Scope: Landscape Architecture
 Start Date: 2022
 Projected and Actual completion Date: 2025
 Total Development Cost: \$9M
 Development Team: Town of Provincetown
 Key personnel: Cheri Ruane, Lindsey Abbott
 Current Status: in Design

Description:

Weston & Sampson is working with the Town of Provincetown staff and residents to design a master plan for improvements to Motta Field. Through an extensive community engagement process over a six-month period, Weston & Sampson designed a master plan that preserves Motta Field as the largest, centrally located open and recreation space in Provincetown, Massachusetts and expands successful existing park uses by identifying creative new ones. Dedicated areas for play and fitness - a new skate park, zip lines, pickleball courts, multi-use sports field, outdoor exercise equipment and bocce and shuffleboard courts - encourage multigenerational use and ensure park visitation increases. Internal paths within the park provide users with safe, accessible circulation, and native trees and plants provide shade, support ecological function, and provide an attractive buffer delineating recreation uses. Improved accessible park entries open into plazas for community gathering while more intimately scaled spaces provide a diverse range of seating and picnic options for solo visitors and small groups alike.



4.2b Design Team - Weston & Sampson Landscaping



WALNUT STREET HOUSING DEVELOPMENT

Location: Foxborough, MA

Project Type: Master Plan

Numbers of Residential Units: N/A

Project Scope: Landscape

Architecture & Civil Engineering

Start Date: 2022

Projected and Actual completion
Date: 2025

Total Development Cost: \$72M

Development Team: Walnut Street
Joint Venture

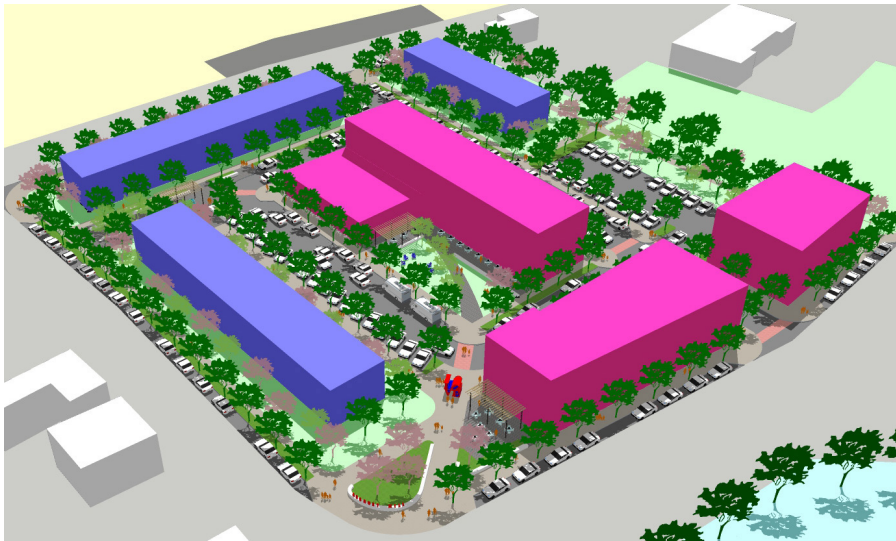
Key personnel: Cheri Ruane,
Johnathan Law

Current Status: in Design

Description:

Weston & Sampson designed a master plan for a proposed senior affordable housing development in Foxborough. Working with the project architects, we assisted in placing the buildings, roads, parking, and open space on this existing wooded site. The design concept is based on a shared open green space that is accessible from all three residential buildings that comprise the development. Pedestrian circulation leads to the centrally located covered bandstand, which serves as the heart of the development and is where residents can meet and form a sense of community. Other proposed public amenities include a putting green, community gardens, dog park, pickleball courts, and an accessible woodland path system. In addition, all sidewalk and pedestrian areas are designed to exceed the Americans with Disabilities Act (ADA) standards for accessibility. LID stormwater measures, and the use of resilient materials have also been incorporated into the designs for this Passive House development.

4.2b Design Team - Weston & Sampson Landscaping



NORTHBOROUGH DOWNTOWN REVITALIZATION MASTER PLAN

Location: Northborough, MA
Project Type: Master Plan
Numbers of Residential Units: N/A
Project Scope: Landscape
Architecture & CE
Start Date: 2022
Projected and Actual completion
Date: 2023
Total Development Cost: N/A
Development Team: Town of
Northborough
Key personnel: Cheri Ruane,
Johnathan Law
Current Status: in Master Planning/
Public Engagement



Description:

Weston & Sampson is working with the Town of Northborough staff, selected stakeholders, and residents to design a master plan for downtown Northborough. We are also providing economic development input through our subconsultant RKG.

We conducted an initial in-person public meeting where we received feedback from residents on what should be included within this master plan. The overriding consensus was for more housing, retail, and entertainment for downtown. Four scenario locations were selected where we have incorporated mixed-use buildings with retail on the ground floor and housing above. These new buildings are connected by a new system of trails and public open spaces for gathering in large or small numbers. These scenarios will be presented at one final public meeting and incorporated into the final downtown master plan report.

4.2b Design Team - Weston & Sampson Landscaping



CURTIS APARTMENTS

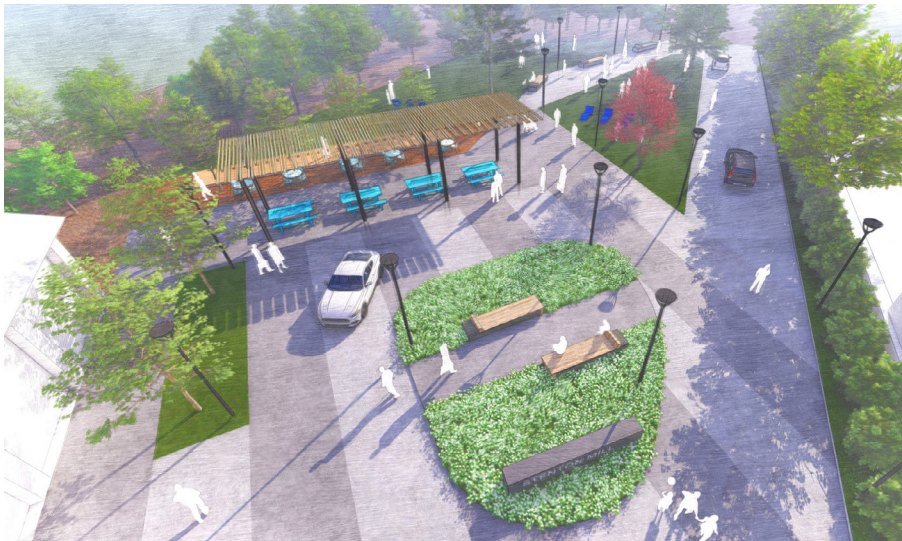
Location: Worcester, MA
Project Type: Master Plan
Numbers of Residential Units: N/A
Project Scope: Landscape
Architecture & CE
Start Date: Jan 2022
Projected and Actual completion
Date: Aug 2022
Total Development Cost: \$60M
Development Team: Trinity Financial
Key personnel: Cheri Ruane,
Johnathan Law
Current Status: Completed Scope

Description:

Weston & Sampson designed a master plan for a proposed new public housing development in Worcester, MA. Working with the project architects and developer, we assisted in developing this existing public housing complex. The design concept is to build four new apartment buildings and renovate four existing buildings. New publicly accessible open space is a large component of the overall concept as that is something that is lacking today. A centrally located tree-lined green mall is at the heart of the complex and it serves as the main pedestrian spine for residents. Seating and gathering areas have also been incorporated into the overall design. All sidewalk and pedestrian areas are designed to exceed the stringent Americans with Disabilities Act (ADA) standards for accessibility. Connecting the complex to the adjacent ballfields was also critical in developing pedestrian flow between the two sites. LID stormwater measures, and the use of resilient materials have also been incorporated into this development.



4.2b Design Team - Weston & Sampson Landscaping



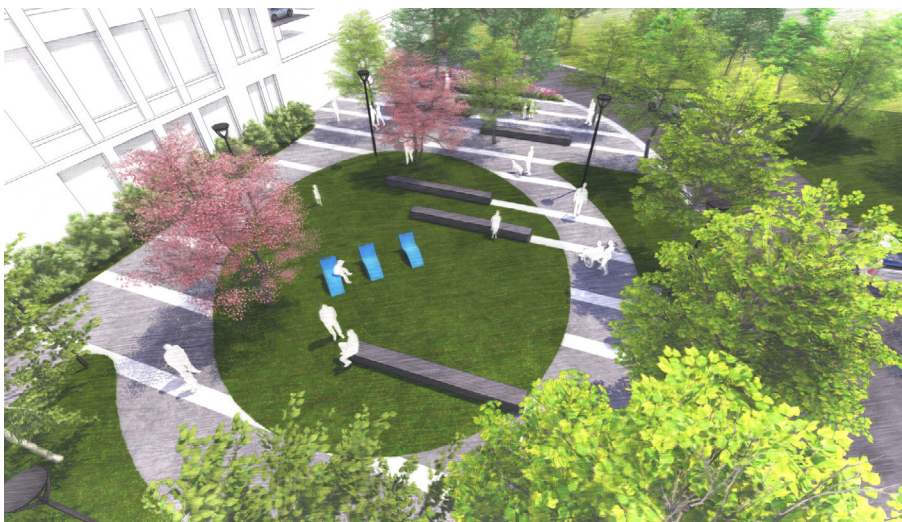
STENTON MILL

Location: Sanford, ME
Project Type: Mixed-Use Development
Numbers of Residential Units: 96
Project Scope: Landscape Architecture & CE
Start Date: 2021
Projected and Actual completion Date: 2025
Total Development Cost: \$50M
Development Team: Winn Development
Key personnel: Cheri Ruane, Johnathan Law
Current Status: in Design

Description:

Weston & Sampson is currently engaged as the landscape architect for the renovation and redevelopment of the Stenton Mill in Sanford, Maine. As a follow-on from our Master Planning effort, we are part of a team of design consultants working with WinnDevelopment to create a new mixed-use development for this site.

Our design will include new public open spaces, maximizing existing connections and creating new connections to adjacent neighborhoods. These placemaking spaces include multi-functional entry plazas, a promenade with amphitheater seating, a new parking lot with green infrastructure, a children's playground, and open lawn areas for exercise and gathering.



4.2c Design Team - Coastal Engineering Co

COASTAL ENGINEERING CO.

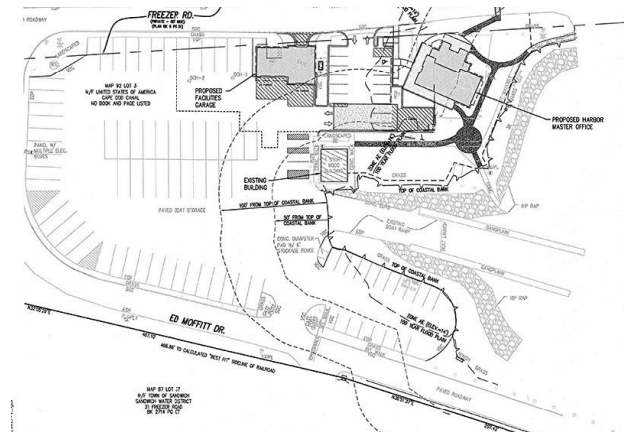
Since our founding in 1976, we have expanded our staff and broadened our expertise to keep abreast of the increasing environmental concerns and government regulations that affect our clients and the communities in which we practice. We understand the intricacies of the federal, state, and local regulations that affect our clients' projects, and have developed cooperative working relationships with the various regulatory agencies.

We are committed to providing designs and solutions that are not only right for our clients, but are right for the community too. That may be the reason why so many of our clients repeatedly return to do business with us again.

Based on Cape Cod, a region of significant environmental exposure and sensitivity, we are exceptionally experienced in:

- Site development and land use planning
- Low Impact Development
- Marine and waterfront infrastructure
- Shorefront protection and coastal resiliency
- Building design for hurricane and flood prone regions
- Historic preservation
- I/A wastewater treatment and disposal
- Environmental permitting and regulatory reviews
- Construction contract administration

We take pride in providing designs that are environmentally responsible, cost effective, and practical. We know that our clients' projects are very important to them, no matter how small. Accordingly, every project is overseen by a project manager with many years of experience to guide a client through the planning, design, permitting, and construction phases of their project.



4.2c Design Team - Coastal Engineering Co



JOHN A. BOLOGNA, P.E.

COASTAL ENGINEERING
President / CEO

Background

Years of Experience	43
of which with Coastal Engineering	35

Rice University, Houston, Texas, Bachelor of Science
in Civil Engineering

Rice University, Houston, Texas, Master of Civil
Engineering

Cape Cod Community College – Adjunct Professor in
Construction Technology

ASCE Continuing Education Programs

MIT Seismic Design Lecture Series

AISC Steel Structural Design Seminar

ACI Seminars on Building Code Requirements

Historic Structures Restoration and Renovation Seminar

BSCE Soil/Structure Interaction Seminar

ACOE Coastal Construction Seminar

ASBA Coastal Engineering Conference

ACEC Engineering Business Leadership and Project
Management Training

Registrations and Professional Affiliations

Registered Professional Engineer – Massachusetts Registration
No. 33776

Registered Professional Engineer – Connecticut Registration
No. PEN 0022498

Massachusetts Society of Professional Engineers – Member

American Society of Civil Engineers - Member

John A. Bologna, P.E., is CEO and President of Coastal Engineering Co., Inc. as well as the Department Head for the firm's structural and coastal engineering divisions. As Principal-In-Charge, he has served as the lead design professional on many large-scale commercial and municipal projects that required multiple levels of coordination with staff, regulatory agencies, and other design professionals. He has directed the design of engineering projects for residential, commercial, institutional and industrial construction projects, including multi-family dwellings, schools, churches, mercantile centers, community centers, historic preservation projects, office buildings, power utility, industrial and marine structures with a specialization in coastal engineering structures. Mr. Bologna has a wide range of experience and a particular interest in early American historic building restoration and marine coastal construction projects. He has in-depth knowledge of building codes, project permitting and public bidding requirements. Mr. Bologna has served on several professional technical committees, including the BBRS Coastal Zone Sub-Group and the Task Force for Hurricane Resistant Construction. He has served as an adjunct professor in Construction Technology at Cape Cod Community College, and is a frequent presenter at construction industry training workshops. He currently serves on the College's Education Foundation Board of Directors and also donates his time to a number of charitable organizations. Mr. Bologna is recognized at the Barnstable Superior Court as an expert witness and has provided professional testimony on a number of construction arbitration causes.

4.2c Design Team - Coastal Engineering Co



TODD M. CHAPMAN, P.L.S

COASTAL ENGINEERING
Land Survey Division Manager

Background

Years of Experience 37

University of New Brunswick, Fredericton, New Brunswick, Canada; Surveying Engineering
Wentworth Institute of Technology, Boston, MA; Electrictronic Engineering

Todd Chapman, P.L.S. is very experienced in all aspects of land surveying, including cadastral, topographic, boundary retracement, subdivision, existing conditions, ALTA/NSPS Land Title, FEMA Flood Elevation Certificates, construction surveys, “as-built” surveys, geodetic surveys, geodetic control networks, tunnelling, MASSDOT right of way, MASSDOT base plan, photogrammetric control for aerial mapping, deformation monitoring, and settlement monitoring surveys. In addition, Mr. Chapman’s experience includes performing and preparing Land Court petitioner’s plans, certified plot plans, condominium site and unit plans, technical reports and providing expert testimony.

In his capacity as Survey Division Manager, Todd is responsible for overseeing the day-to-day operations of the Survey Division including client contact, supervising staff, scheduling, and overseeing office and field work.

Mr. Chapman is a member of the Massachusetts Association of Land Surveyors and Civil Engineers and the National Society of Professional Surveyors and currently serves as the Cape Cod Chapter President.

Registrations and Professional Affiliations

Registered Professional Land Surveyor – Massachusetts
License No. 46322

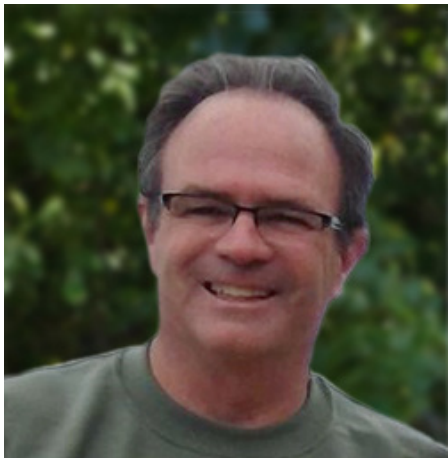
National Society of Professional Surveyors Certified Flood Plan
Surveyor –
No. NCFS-006

Massachusetts Association of Land Surveyors and Civil
Engineers (MALSCE)

National Society of Professional Surveyors (NSPS)

OSHA 10 hr. safety training

4.2c Design Team - Coastal Engineering Co



JOHN D. MCELWEE, P.L.S

COASTAL ENGINEERING
Professional Land Surveyor

Background

Years of Experience
of which with Coastal Engineering

Ferris State University, Big Rapids, MI;
Bachelor of Science in Land Surveying

Registrations and Professional Affiliations

Registered Professional Land Surveyor – Massachusetts
License No. 33602

Registered Professional Land Surveyor – Utah License No.
165512-2201

Massachusetts Association of Land Surveyors and Civil
Engineers

John D. McElwee, P.L.S. is very experienced in all aspects of land surveying, including deed and plan research, analysis and interpretation, field survey, and plan preparation. Mr. McElwee is responsible for providing oversight, direction, and professional review of the work performed by our survey technicians and the survey plans prepared by Coastal Engineering. He has prepared and overseen the preparation of hundreds of plans for recording at Registries of Deeds and/or for filing with the Massachusetts Land Court, including subdivision plans, Approval Not Required land division plans, Land Court petition plans, lot plans, and condominium plans.

In addition, Mr. McElwee has prepared and overseen the preparation of many ALTA/NSPS Land Title Survey plans, existing conditions/ data accumulation site plans, topographic route location/corridor survey plans, post-construction “as-built” plans, and FEMA elevation certificates.

Mr. McElwee is the President of the Cape Cod Chapter of the Massachusetts Association of Land Surveyors and Civil Engineers, and has provided expert testimony in Massachusetts Land Court and Barnstable Superior Court.

4.2c Design Team - Coastal Engineering Co



SEAN M. RILEY, P.E., CFM
COASTAL ENGINEERING
Chief Operating Officer, Sr. Project Manager

Background	
Years of Experience	26
with Coastal Engineering	22

Northeastern University, Boston, MA, Bachelor of Science in Civil Engineering
United States Navy, Active/5 Year – U.S. Naval Mobile Construction Battalion, Navy Veteran of Foreign Wars (VFW) Gulf 1990-91 Desert Shield/Storm

- Registrations & Professional Affiliations**
- ASCE – Design of Waste Containment Liner and Final Closure Systems Seminar
 - Advanced Terrain Modeling Grading Objects Seminar
 - Registered Professional Civil Engineer - Massachusetts Registration No. 46715
 - Registered Professional Civil Engineer - Massachusetts Registration No. 46715
 - Massachusetts Approved Title 5 Soil Evaluator - Registration No. SE2051 (Inactive)
 - Massachusetts Certified Title 5 System Inspector - Registration No. SI3861 (Inactive)
 - Certified Flood Plain Manager (CFM)

Sean Riley has been with Coastal Engineering Co., Inc. since January 2000. As Civil Engineering Division Manager, he is in charge of managing the civil engineering division to meet project deliverable, schedule, and office operation goals. He has extensive experience in civil engineering design and analysis, including commercial and residential site analysis and design, sewage disposal systems design including innovative/alternative wastewater technology, stormwater runoff systems design, road and site layout, and all phases of construction, including construction administration and oversight. As a Chief Operating Officer, he is responsible for the business development of the company in achieving the overall strategic goals.

Mr. Riley is a highly skilled CAD operator, proficient in Autodesk Land Desktop for civil engineering design and surveying applications. He is knowledgeable in coastal construction issues and has an intimate knowledge of FEMA flood zone and MassDEP coastal resource regulations. In 2013 and again in 2015, he served on the Town of Chatham ad hoc working group to review proposed new flood maps, local by-laws and environmental regulations as impacted by coastal construction. In 2014-2015 and again in 2018-present, he has served on the Massachusetts Department of Environmental Protection’s Land Subject to Coastal Storm Flowage (LSCSF) Advisory Committee to develop performance standards within LSCSF. Mr. Riley also acted as an expert witness in the matter of LSCSF in Massachusetts Trial Court on several occasions.

4.2c Design Team - Coastal Engineering Co



TARJA L. MCGRAIL, P.E.

COASTAL ENGINEERING
Project Manager

Background

Years of Experience	21
with Coastal Engineering	17

University of Massachusetts at Amherst, Bachelor of Science in Civil Engineering
MALSCE – Stormwater Management Seminar
OSHA – Construction Safety Health
Soil Evaluators Advanced Training Workshops

Registrations and Professional Affiliations

Registered Professional Civil Engineer - Massachusetts
Registration No. 47593
Massachusetts Approved Title 5 Soil Evaluator -
Registration No. SE278

Tarja McGrail specializes in civil and environmental engineering of commercial, municipal, and residential projects. She has extensive experience in land use and infrastructure development engineering, permitting, and construction contract administration, including layout and circulation planning, grading design, stormwater management system design, and sewage disposal system design utilizing conventional and Innovative/Alternative (I/A) Title 5 systems.

Tarja is highly skilled in stormwater management system design utilizing the latest best management practices and Low Impact Development (LID) design solutions. Her stormwater management system design experience generally includes hydrologic and hydraulic analyses, design of conventional stormwater improvements, and design of water quality best management practice solutions. In addition to her stormwater management system design experience, Tarja has worked with municipalities as a peer reviewer of drainage system design plans prepared by other Professional Engineers. With her strong background in civil and environmental engineering, she takes pride in developing plans that meet the unique requirements of the client, property, and environment.

4.2c Design Team - Coastal Engineering Co



MARSHALL H. PUFFER, P.E.

COASTAL ENGINEERING
Project Manager

Background

Years of Experience 13

University of Vermont, Bachelor of Science in Civil Engineering

Registrations and Professional Affiliations

Registered Professional Civil Engineer: Massachusetts
Registration No. 53772

American Society of Civil Engineers (ASCE)

Structural Engineer Association of Massachusetts (SEAMASS)

National Council of Structural Engineers Association (NCSEA)

Marshall Puffer has proven expertise in structural engineering design and project management of both public and private sector projects including large commercial, educational and health care facilities. Mr. Puffer is experienced in analyzing existing structures of various materials (steel, wood, brick, concrete, etc.) and providing existing condition reports with structural improvement recommendations utilizing a variety of codes. His structural engineering design experience also includes producing calculations related to the individual elements within the modelling software based on design loads for contract document submissions and managing project drafting team in order to complete building information modelling and contract document requirements. Marshall is proficient in AutoCADD, Revit, and various structural analytic and design tools.

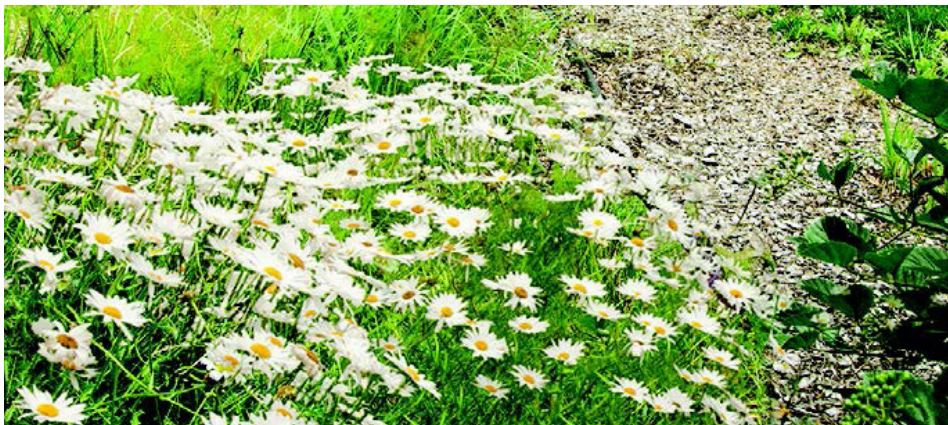
Over the years Mr. Puffer has gained experience providing coordination with architectural, mechanical, and other trades to complete necessary detailing to support building elements. As a structural engineer, he has led multiple construction contract administration efforts, including conducting site visits and pre-construction meetings, answering requests for information, reviewing shop drawings, and producing field sketches.

4.2c Design Team - Coastal Engineering Co



BREWSTER LANDING

Location: Brewster, MA
Project Type: Residential Cottage Community
Numbers of Residential Units: 28
Project Scope: Site Development
Start Date: 2016
Projected and Actual completion Date: 2019
Total Development Cost: \$11.5M
Development Team: Cape View Development Union Studio, Coastal Engineering Co, Cape View Development
Key personnel: Tarja L. McGrail, John D. McElwee
Current Status: Completed



Description:
Brewster Landing is a residential cottage community consisting of 26 single family cottages and 2 duplexes. The community is permitted and constructed under the provisions of M.G.L. c. 40B and includes 8 affordable units. This "Nantucket" style home development is sited on 9.4 acres near Route 6a in Brewster. Units are offered in both 2 and 3 bedroom styles. Prior to development, this was a vacant site located in an environmentally sensitive area. Coastal Engineering Co. helped to fully develop the site, designing within the constraints of the applicable regulations to provide protection of the nearby wetland area. An example of low impact development design used at this site is the installation of 4 rain gardens to naturally filter stormwater runoff through mulch and soil layers while the roots of the bioretention/rain gardens plant's uptake runoff and utilize pollutants such as nitrogen and phosphorus for plant growth. The project is a huge success and won a BRICC award by Home Builders & Remodelers Association of Cape Cod as Outstanding Engineering Project.

4.2c Design Team - Coastal Engineering Co



TERRAPIN RIDGE

Location: Sandwich, MA

Project Type: Affordable Housing Development

Numbers of Residential Units: 30

Project Scope: Site Development

Start Date: 2017

Projected and Actual Completion Date: 2021

Total Development Cost: \$12.6M

Development Team: Women's Institute for the Houship & Economic Development, Catalyst Architecture/Interiors, Delltrook
Key personnel: Tarja L. McGrail, Sean M. Riley, John D. McElwee
Current Status: Completed

Description:

Coastal Engineering Co. is working with Brown Lindquist Fenuccio & Raber Architects, Inc to provide surveying, engineering, and permitting support services in connection with an affordable housing development proposed by Women's Institute for Housing and Economic Development on an approximately 6.8 acre site in Sandwich, MA. The development includes eight residential buildings plus a community building, communal lawns, playground, and garden. A total of 30 units will be offered as a mix of one, two, and three-bedroom units (58 bedrooms total). Services include survey and preparation of existing conditions topographical site plan, civil engineering and preparation of plans for site layout and grading, sanitary sewage, and stormwater management systems, access driveway/road and utilities, soil testing and design of a conventional Title 5 sewage disposal system, land use permitting.



4.2c Design Team - Coastal Engineering Co



MARITIME LANDING

Location: Dennis, MA
Project Type: Residential Cottage Community
Numbers of Residential Units: 24
Project Scope: Site Development
Start Date: 2018
Projected and Actual completion Date: 2023
Total Development Cost: TBD
Development Team: Cape View Development Union Studio, Coastal Engineering Co, Cape View Development
Key personnel: Tarja L. McGrail, Sean M. Riley, John D. McElwee
Current Status: Near Completion

Description:

Maritime Landing is a residential cottage community consisting of 20 single family cottages and 4 duplexes. The community is permitted and constructed under the provisions of M.G.L. c. 40B and includes 7 affordable units. This "Nantucket" style home development is sited on 5.75 acres near Route 6a in Dennis. Units are offered in both 2 and 3 bedroom styles. Prior to development, this was a vacant site. Coastal Engineering Co. helped to fully develop the site, designing within the constraints of the applicable regulations.

Services include survey and soil testing, civil engineering and site plan preparation for site grading, stormwater management system, driveway, parking, and utilities, site evaluation and design of a sewage disposal system enhanced wastewater, treatment utilizing an Innovative/Alternative secondary treatment system, environmental permitting and regulatory review, construction layout and survey, and construction contract administration.

4.2c Design Team - Coastal Engineering Co



RESIDENCES AT YARMOUTH GARDENS

Location: Yarmouth, MA

Project Type: Affordable Housing Development

Numbers of Residential Units: 40

Project Scope: Site Development

Start Date: 2017

Projected and Actual completion Date: 2023

Total Development Cost: \$11M

Development Team:

Commonwealth Community Developers, Winslow Architects, Coastal Engineering Co, Delphi

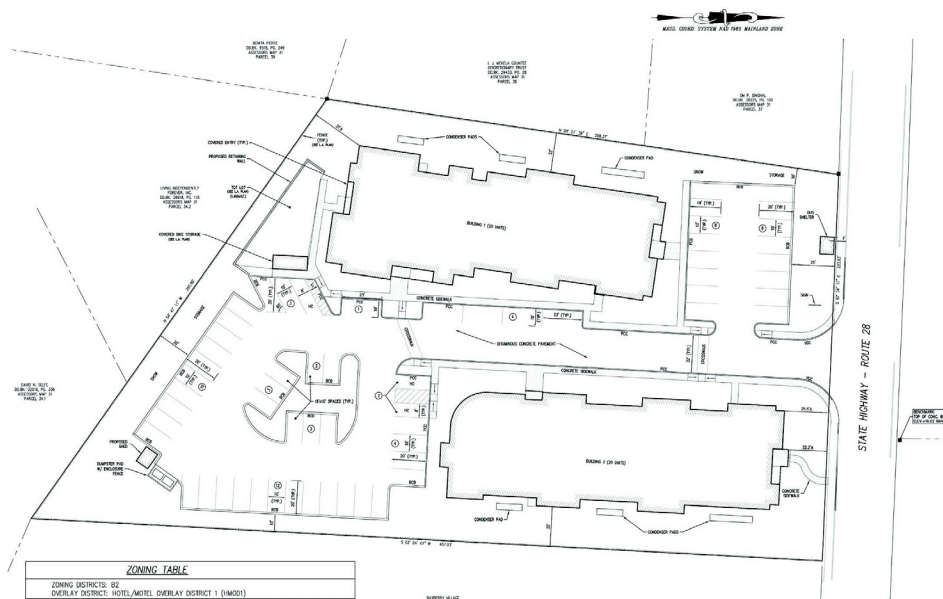
Key personnel: Sean M. Riley, Marshal H. Puffer, John D. McElwee

Current Status: Near Completion

Description:

Coastal Engineering Co. is working with Winslow Architects, Inc to provide surveying, engineering, and permitting support services in connection with an affordable housing development proposed by Commonwealth Community Developers, Inc. on an approximately 2.1 acre site in Yarmouth, MA. The development includes two residential buildings with a playground. A total of 40 units will be offered as a mix of one and two-bedroom units (72 bedrooms total).

Services include survey and preparation of existing conditions topographical site plan, civil engineering and preparation of plans for site layout and grading, sanitary sewage, and stormwater management systems, and utilities, soil testing and design of a Title 5 sewage disposal system with I/A treatment, and land use permitting.



4.2c Design Team - Coastal Engineering Co



BREWSTER WOODS

Location: Brewster, MA
Project Type: Affordable Multifamily Housing Development
Numbers of Residential Units: 30
Project Scope: Site Development
Start Date: 2019
Projected and Actual completion Date: 2023
Total Development Cost: \$11.6M
Development Team: Preservation of Affordable Housing, Catalyst Architecture/Interiors, Coastal Engineering Co, Delphi
Key personnel: Sean M. Riley, Marshall H. Puffer, John D. McElwee
Current Status: Near Completion

Description:
Brewster Woods is an affordable multifamily housing development by Preservation of Affordable Housing that is sited on a 7.1 acre site in Brewster, MA. This development features a total of 30 living units that are made up of one, two, and three bedroom floor plans. The two two-story buildings are organized around a central open village green area. The structures have shallow concrete foundations and conventional wood frame construction with pre-fabricated wood roof trusses and photovoltaic (solar) panels on the roof.

Services include survey and soil testing civil engineering and site plan preparation for site grading, stormwater management system, driveway, parking, and utilities, site evaluation and design of a sewage disposal system with enhanced wastewater, treatment utilizing an Innovative/ Alternative secondary treatment system, permitting services under the provisions of M.G.L. c. 40B, and construction contract administration.

4.2d Design Team - BLW Engineering

BLW ENGINEERING

BLW Engineers, Inc. (BLW) is a consulting engineering firm that was founded in 1999. We have 70 employees, including electrical, mechanical, plumbing, fire protection engineers and CAD/Revit Designers. Our services include feasibility studies, energy conservation evaluations, engineered designs, cost estimating, construction administration, bidding and project management. We realize the importance of providing complete, coordinated and sustainable designs that focus on the particular project requirements, in order to meet our client's needs. Our Mechanical Engineering staff has extensive experience in the mechanical, plumbing and fire protection industry. Our Electrical Engineering staff has extensive experience in the electrical lighting and power industry and is up to date on all the latest standards, codes and guidelines for the Electrical Industry.

Our firm is committed to energy conservation and sustainable design and is accredited for and has participated in numerous LEED® and Passive House certified projects. BLW has (8) Professional Engineers, (3) Certified Passive House Consultants (CPHC) and (2) LEED® certified engineers on staff. BLW is on the forefront of new technology for mechanical and electrical systems; allowing us to implement solutions that maximize energy savings, are sustainable, and within budgetary requirements. Our engineers have experience in leading and facilitating projects which target high efficiency and climate resiliency in design and systems, including the use of Passive House and Net Zero building design principles, resilient design, decarbonization of fossil fuel systems and the integration of architectural elements and mechanical systems. In addition, we have provided mechanical and electrical designs for numerous LEED certified projects including several platinum certified projects.

Principals Kenneth R. Beck, William J. Scanlon, Daki S. Koutouvides and Michael J. Denommee are Registered Professional Engineers in Massachusetts and have extensive experience in the design and administration of projects of all sizes and scope. We have experience working within municipal as well as corporate environments and understand the special needs

and time frames involved when working within occupied facilities. Our Project Managers are registered professional engineers that work on each project to ensure a complete and fully operable system will be provided. A typical Project Team consists of a Principal, Senior Engineer, Engineer and a CAD/Revit designer as needed based on the project size and scope.

Principals of the Firm:

- Kenneth R. Beck, P.E., LEED AP, MCPPO, CPHC
- William J. Scanlon, P.E.
- Michael J. Denommee, P.E., LEED AP
- Daki S. Koutouvides, P.E.

Sustainability Commitment

BLW is committed to energy conservation and sustainable design and is accredited for and has participated in numerous LEED® and Passive House certified projects. BLW has (8) Professional Engineers, (3) Certified Passive House Consultants (CPHC) and (2) LEED® certified engineers on staff. Our firm is on the forefront of new technology for mechanical and electrical systems; allowing us to implement solutions that maximize energy savings, are sustainable, and within budgetary requirements.

Our engineers have experience in leading and facilitating projects which target high efficiency and climate resiliency in design and systems, including the use of Passive House and Net Zero building design principles, resilient design, decarbonization of fossil fuel systems and the integration of architectural elements and mechanical systems. In addition, we have provided mechanical and electrical designs for numerous LEED certified projects including several platinum certified projects.

4.2d Design Team - BLW Engineering



WILLIAM J. SCANLON, P.E.,

BLW ENGINEERS, INC.

Principal

Background

Bachelor of Science, Mechanical Engineering 1997
University of Massachusetts at Lowell, Lowell, MA

Bachelor of Science, Industrial Management 1997
University of Massachusetts at Lowell, Lowell, MA

Years at BLW Engineers 23

Total Years of Experience 30

Professional Affiliations

Member of American Society of heating, Refrigerating and air
Conditioning Engineers (ASHRAE)

Member of National Society for Professional Engineers (NSPE)

Member of International Code Council (ICC)

Selected Projects

Residences at Chestnut, Manchester, NH

Tremont – Babcock Place, Residential, Brookline, MA

The Residences at 189 Adams, Newton, MA

25-33 Hamilton Street Residential Buildings, Boston, MA

200-204 Old Colony Avenue Condominiums, Boston, MA

Cambridge Street Residential Apartments, Cambridge, MA

Wallace Farms Apartments – Phases 2 & 3, Londonderry, NH

Residential Development at 525 Lincoln Street, Allston, MA

Bill Scanlon, is Principal with the company and a mechanical engineer with 30 years of experience. Bill attended The University of Massachusetts at Lowell where he earned a Bachelor of Science in Mechanical Engineering as well as a Bachelor of Science in Industrial Management.

Prior to earning his degree, Bill worked as an HVAC Technician alongside his father at WJS Mechanical. That apprenticeship led to Bill becoming a mechanical engineer. Bill gained his early engineering experience while working at 2 engineering firms within Massachusetts, prior to coming to BLW Engineers in 2000. Bill's strong work ethic and valuable field experience led to his promotion to a Principal in 2009.

Bill has experience in the design of mechanical building systems for various size and types of projects including: Office, Institutional, Industrial, Educational, Hotel, Medical, Retail, Commercial, Military, Transportation, Airport, Housing, Municipal, and Federal Facilities. Bill has extensive experience working as a Project Manager, and typically oversees HVAC design and construction administration for various projects.

Currently Bill is working on the following residential projects similar in scope including:

- 275 Washington Ave., Chelsea, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for Residential Building development.

- 440 Broadway, Chelsea, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for a 5-story Residential Building with 28 units.

- Northgate Meadows, Sterling, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for a (3) Residential Buildings with 226 units totaling approximately 106,000 SF.

- 106 River Street, Newton, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for 9 units in a residential building.

- Waterfield Residential Housing Development, Winchester, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for building consisting of three stories over garage podium, 59-unit residential building over two level of parking; 59,000 SF of residential; 2,250 SF of retail; 3,350 SF of free-standing commercial building; totaling approximately 66,800 SF.

4.2d Design Team - BLW Engineering



Daki S. Koutouvides, P.E.,

BLW ENGINEERS, INC.

Principal

Background

Bachelor of Science, Electrical Engineering Merrimack College, North Andover, Massachusetts	2003
Solar Panels, Photovoltaic Practitioner Certificate Program; Springfield Technical Community College	2009
Years at BLW Engineers	19
Total Years of Experience	20

Professional Affiliations

Member of National Society for Professional Engineers (NSPE)
NABCEP Entry Level Certificate of Knowledge for the North
American Board of Certified Energy Practitioners Connecticut FE

Registered Professional Engineer:

MA, CT, ME, NY, RI, IN, GA, TN, WA, MO, CO, NH, VT, NJ, PA, VA, FL, IL,
TX, MD, MI, NV, MS, SC, OH

Selected Projects

Residences at Chestnut, Manchester, NH
Parmelee Court & Roxbury Corners, Boston, MA
The Residences at 189 Adams, Newton, MA
25-33 Hamilton Street Residential Buildings, Boston, MA
200-204 Old Colony Avenue Condominiums, Boston, MA
Cambridge Street Residential Apartments, Cambridge, MA
Wallace Farms Apartments – Phases 2 & 3, Londonderry, NH
Waterfield Residential Housing Development, Winchester, MA

Daki Koutouvides, is Principal with the company and a mechanical engineer with 20 years of experience. Daki attended Merrimack College where he earned a Bachelor of Science in Electrical Engineering.

Daki worked as an Electrical Contractor prior to pursuing his degree. That experience led to his interest in electrical engineering. Daki came to BLW shortly after graduation. Daki quickly excelled within the department and worked to get his Professional Engineering license. Daki’s valuable field experience and strong leadership within the Electrical Department earned him a promotion to Principal in 2022.

Daki has experience in the design of electrical building systems for various size and types of projects including: Office, Institutional, Industrial, Educational, Hotel, Medical, Retail, Commercial, Military, Transportation, Airport, Housing, Municipal, and Federal Facilities.

Daki has extensive experience working as a Project Manager, and typically oversees Electrical, Fire Alarm and Lighting design and construction administration.

Currently Daki is working on the following residential projects similar in scope:

- Beal Commons, Shrewsbury, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for new residential building with (55) residential units and 8,000 SF of commercial space.
- 734 Dudley Street Dorchester MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for Residential Building with 25 units.
- 25-33 Hamilton Street Residential Buildings, Boston, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for new 4-story building, approximately 40 units, common areas and amenity spaces, and lower-level enclosed parking.
- Greater Lawrence Community Action Council, Lawrence, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services residential building with first level retail and four levels of residential space above with apartments lobby and common areas totaling approximately 55,500 SF.
- Cambridge Street Apartments, Cambridge, MA - Mechanical, Electrical and Fire Protection consulting engineering services for residential building consisting of a basement level of 5,000 SF of storage and utility space; a first level “Vanilla Box” retail space approximately 4,350 SF, base building totaling approximately 1,250 SF and 5,500 SF of parking; second through fourth levels of eighteen (18) residential units and base building areas totaling approximately 21,000 SF; and roof deck areas.

4.2d Design Team - BLW Engineering



Kenneth R. Beck, P.E.

PRINCIPAL, LEED AP, MCPPO, CPHC
Principal

Background

Bachelor of Arts, Engineering, Dartmouth College, Hanover, NH	1988
B.E., Mechanical/Structural Engineering Thayer School of Engineering, Dartmouth College	1989
Years at BLW Engineers	24
Total Years of Experience	34

Professional Affiliations

Member of American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE)
Member of National Society for Professional Engineers (NSPE)
Member of International Code Council (ICC)
Certified Passive House Consultant (CPHC)

- Multi-Family Affordable, Arlington, MA

Selected Projects

Waterfield Residential Housing Development, Winchester, MA
25-33 Hamilton Street Residential Buildings, Boston, MA
200-204 Old Colony Avenue Condominiums, Boston, MA

Passive Residential House Projects
(Designed utilizing passive house standards):

- 170 Cottage Street, Chelsea, MA
- New England Avenue, Boston, MA
- Spencer Street, Boston, MA
- 270 Talbot Street, Boston, MA
- 733 Broadway, Lowell, MA

Ken Beck, is Principal with the company and a mechanical engineer with 35 years of experience. Ken attended Dartmouth College in Hanover, NH where he earned a Bachelor of Arts in Engineering and then went on to earn a Bachelor of Engineering in Mechanical and Structural Engineering from Thayer School of Engineering at Dartmouth College.

Ken spent the early part of his career working at 2 engineering firms in Massachusetts, but then went on to found BLW Engineers, Inc, in 1999. Starting with three engineers, he and his partners have grown BLW into a 70-person engineering firm, located in central Massachusetts. BLW is well respected in the industry because they have built strong partner and client relationships.

Ken is LEED® AP, MCPPO Certified and is a Certified Passive House Consultant. He has extensive experience in the design of mechanical building systems for various size and types of projects including: Office, Institutional, Industrial, Educational, Hotel, Medical, Retail, Commercial, Military, Transportation, Airport, Housing, Municipal, and Federal Facilities.

Ken has extensive experience working as a Project Manager and works hard to create and maintain excellent working relationships with clients. Ken works closely with team members and partner firms to create a seamless experience for each client.

Currently Ken is working on the following residential projects that are similar in scope:

- Beal Commons, Shrewsbury, MA - Providing Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for new residential building with (55) residential units and 8,000 SF of commercial space.
- Northgate Meadows, Sterling, MA - Providing Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for a (3) Residential Buildings with 226 units totaling approximately 106,000 SF.
- Anchor Point, Beverly, MA - Mechanical, Electrical and Fire Protection consulting engineering services for a 3-story building with 38 apartments; a 3-story building with 37 apartments; and a 2-story clubhouse building totaling approximately 10,900 SF.
- Walnut Street Housing, Foxborough, MA – Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for a new residential building with approximately 180-210 units including: Proposed design and systems are in support of the Passive House certification process with timely/comprehensive coordination of equipment, performance data, ventilation rates, and DHW piping documentation.

4.2d Design Team - BLW Engineering



Michael J. Denommee, P.E., LEED AP
BLW ENGINEERS, INC.
Principal

Background

Bachelor of Science, Mechanical Engineering	2004
University of Massachusetts at Lowell, Lowell, MA	
Years at BLW Engineers	19
Total Years of Experience	20

Professional Affiliations

- Member of American Society of Heating, Refrigerating and Air Conditioning Engineers (ASHRAE)
- Member of National Society for Professional Engineers (NSPE)
- Member of International Code Council (ICC)

Registered Professional Engineer: MA

Selected Projects

- Residences at Chestnut, Manchester, NH
- Tremont – Babcock Place, Residential, Brookline, MA
- The Residences at 189 Adams, Newton, MA
- 25-33 Hamilton Street Residential Buildings, Boston, MA
- 200-204 Old Colony Avenue Condominiums, Boston, MA
- Cambridge Street Residential Apartments, Cambridge, MA
- Wallace Farms Apartments – Phases 2 & 3, Londonderry, NH
- Residential Development at 525 Lincoln Street, Allston, MA

Mike Denommee, is Principal with the company and a mechanical engineer with 20 years of experience. Mike attended The University of Massachusetts at Lowell where he earned a Bachelor of Science in Mechanical Engineering. While pursuing his degree, Mike gained first hand field experience working in the Plumbing & Heating business. That field experience, proved valuable as he began his early years at BLW in their Plumbing & Fire Protection Department. Within a short time, Mike showed incredible potential on the team and was promoted to a Senior Engineer. Eventually, Mike's leadership and valuable industry knowledge led to his promotion to Principal in 2016.

Mike has experience in the design of Plumbing & Fire Protection building systems for various size and types of projects including: Office, Institutional, Industrial, Educational, Hotel, Medical, Retail, Commercial, Military, Transportation, Airport, Housing, Municipal, and Federal Facilities. Mike has extensive experience working as a Project Manager, and typically oversees Plumbing & Fire Protection design and construction administration for various projects.

Currently Mike is working on the following residential projects similar in scope including:

- 275 Washington Ave., Chelsea, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for Residential Building development.
- Anchor Point, Beverly, MA - Mechanical, Electrical and Fire Protection consulting engineering services for a 3- story building with 38 apartments; a 3-story building with 37 apartments; and a 2-story clubhouse building totaling approximately 10,900 SF
- Northgate Meadows, Sterling, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for a (3) Residential Buildings with 226 units totaling approximately 106,000 SF.
- 734 Dudley Street Dorchester MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for Residential Building with 25 units
- Waterfield Residential Housing Development, Winchester, MA - Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for building consisting of three stories over garage podium, 59-unit residential building over two level of parking; 59,000 SF of residential; 2,250 SF of retail; 3,350 SF of free-standing commercial building; totaling approximately 66,800 SF.

4.2d Design Team - BLW Engineering

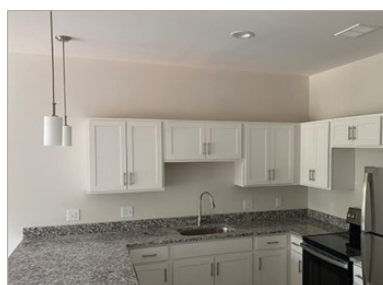


Northgate Meadows

Location: Sterling, MA
Project Type: Residential Housing
Numbers of Residential Units: 72
Project Scope: New-Phased Construction
Start Date: 2020
Projected and Actual completion Date: 2024
Total Development Cost: N/A
Development Team: N/A
Key personnel: Project Manager: Ken Beck, P.E., HVAC Engineer: Bill Scanlon, P.E., Plumbing/FP Engineer: Mike Denommee, P.E., Electrical Engineer: Chuck Mace, P.E.
Current Status: Phase II Construction



Description:
Northgate Meadows is a three-building 226-unit multi-residential housing development located on Research Drive in Sterling, Massachusetts. Each 106,000 SF podium-style building will feature four stories of residential living with one and two-bedroom affordable and market-rate units. Rentable storage units and open space are located on each floor. The 26,500 SF of parking located beneath each building provides space for vehicles and a dog grooming station. Phase I is completed. Phase II is currently underway with plans for Phase III to immediately follow. BLW is providing Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services this project. Specific scope includes: heating, cooling and ventilating of building including individual space controls and equipment for separate utility metering; and heating, cooling and ventilating of base building; domestic cold water, individual electric or gas fired domestic hot water, sanitary sewer and gas piping systems; new wet type sprinkler system except for unheated spaces of combustible construction where a dry system will be required; lighting; site lighting power; power; low voltage systems; fire alarm including fire protective signaling and automatic fire detection systems; and life safety systems.



4.2d Design Team - BLW Engineering



Dudley Crossing

Location: Roxbury, MA

Project Type: Residential Housing

Numbers of Residential Units: 24

Project Scope: New Construction, Renovation, Sustainable Design

Start Date: 2020

Projected and Actual completion Date: 2024

Total Development Cost: N/A

Development Team: Nuestra Comunidad Development Corporation

Key personnel: Project Manager: Ken Beck, P.E., HVAC Engineer: Bill Scanlon, P.E., Plumbing/FP Engineer: Mike Denommee, P.E., Electrical Engineer: Mike Gagne

Current Status: Construction

Description:

Dudley Crossing is a new mixed-use project consisting of 24 affordable units, located in Roxbury's Nubian Square neighborhood. The new five-story building will consist of a mix of one, two, three and four-bedroom units, separate community space and ground-floor commercial space.

The project also includes an interior and exterior renovation of two historic buildings, bringing them up to code and accessibility standards, including energy efficient systems, improvements to life safety, and repairs and interior renovations.

BLW is providing Mechanical, Plumbing, Electrical and Fire Protection consulting engineering services for this project.

Specific scope includes: new fire protection and fire alarm for 375-385 Dudley Street, which contains (9) residential units and retail space; 204-210 Hampden Street, which contains (15) units and retail space; and full MEPFP design for new building at 387-397 Dudley Street containing (24) units, community space and laundry facilities totaling approximately 54,479 SF.

Dudley Crossing is PHIUS CORE 2021 Design certified.



4.2d Design Team - Building Evolution Corporation

BUILDING EVOLUTION CORPORATION

Our Philosophy

Building Evolution Corporation's fundamental philosophy is to be a market leader for high performance built environment, construction, and building science, while being a responsible for-profit business enterprise, promoting education, and having fun along the journey.

Our Mission

Our mission is to provide our clients the knowledge to make informed decisions on the implementation of high performance buildings through advanced and holistic enclosure and HVAC ideology while instilling our passion for a sustainable environment in our clients. Provide "cradle to cradle" energy and durability consulting from conceptual design, through construction and commissioning services, and throughout building lifespan operations.

At BEC, our responsibility to our clients is to provide quality and comprehensive service. This requires collaboration from a diverse team with unique backgrounds and perspectives. The team perspective evolves and grows with continuous education and through exposure to new ideas. To continue to grow, BEC actively seeks employees with diverse backgrounds, lived experiences, and ideas.



4.2d Design Team - Building Evolution Corporation



Wesley Stanhope, CEM EBCP CCP

CPHC

Founder & CEO

Education

M.D.S. Sustainable Design (BAC)

Graduate Certificate Sustainable Design and Construction (BAC)

B.Sc. Construction Management (LIT)

Certifications

Certified Energy Manager (CEM)

Existing Building Commissioning Professional (EBCP)

Certified Commissioning Professional (CCP)

OSHA 30

Unrestricted Construction Supervisors License—MA

Certified Passive House Consultant (CPHC)

Publications

The Art of Commissioning: A Cost Benefit Analysis of 23 Large-scale Federal Facilities

Affiliations

Association of Energy Engineers

Chartered Institute of Building

Passive House Alliance US (PHAUS)

Northeast Sustainable Energy Association (NESEA)

Awards

Massachusetts Colleges Online Course of Distinction 2017

Presentations

FCA for Performance Buildings, MedEd Boston, 2016

FCA for Performance Buildings, ABx Boston, 2015

Commissioning for Success, NESEA NYC, 2015

Commissioning, MedEd Boston, 2014

Commissioning for Success, ABx Boston, 2014

Wes has over fifteen years of leadership experience in the built environment on both sides of the Atlantic, working in USA, Ireland, and UK with construction, facility conditions assessments, energy management, and commissioning projects. Wes is responsible for developing and implementing Building Evolutions vision, mission and philosophy. Wes is both active in the long-term planning and operations of the company, as well as day to day operations.

As principal of Stanhope Developments he brought over 370 commercial and residential construction projects from proposal through to design and completion in Ireland and UK. After returning to USA, Wes managed the energy auditing and retro-commissioning of over 23 million square feet of US Federal Facilities. Wes also has extensive experience managing and implementing assessments and commissioning of large scale private universities, commercial properties, state facilities, non-profits, and large multifamily developments.

Wes is also an Adjunct Faculty at Mount Wachusett Community College and Boston Architectural College.

When Wes is not in the office or commissioning a building, he is typically spending time with family and friends, coaching youth soccer, visiting family in Ireland, traveling, or taking a ride on one of his motorcycles.

4.2d Design Team - Building Evolution Corporation



**Ken Neuhauser, M.Arch, MSc, Arch,
CEM, CPHC**
President

Education

M.Arch – University of Michigan, College of
Architecture and Urban Planning

MSc.Arch – University of Michigan

B.A. Economics – Boston College

Certifications

LEED AP

Certified Energy Manager (CEM)

Certified Passive House Consultant (CPHC)

OSHA 30

Unrestricted Construction Supervisors License—MA

Certified Passive House Consultant (CPHC)

Publications

Three High Performance Mineral Fiber Insulation
Board Retrofit Solutions

Performance Results for Massachusetts &
Rhode Island DER Pilot Community

Evaluation of Two CEDA Weatherization Pilot
Implementations of an Exterior Insulation and
Over-Clad Retrofit Strategy for Residential Masonry
Buildings in Chicago

Mass Save Deep Energy Retrofit Builder Guide

Affiliations

Northeast Sustainable Energy Association (NESEA)

Association of Energy Engineers

Passive House Alliance US (PHAUS)

Ken has over 20 years of building science and building performance experience. Ken is a technical expert of hygrothermal dynamics within buildings, specializing in building enclosures for both new construction and retrofits. He brings a wide perspective that building performance includes many factors, including durability, economic impact, environmental impact, risk management, comfort, operation and maintenance. Ken leads the BEC team through enclosure assessments and investigations. He engages with design teams to achieve performance objectives.

Ken's past experience includes serving as technical lead on the National Grid Deep Energy Retrofit (DER) Pilot (2009-2013) in MA and RI., guiding retrofits of more than 40 buildings and achieved average measured post-retrofit performance of 22 kBtu/sf-year. He was a principal author of the MassSave DER Builder Guide. He led several Building America Program research projects focused on retrofit including a masonry wall retrofit pilot in Chicago.

When Ken is not examining existing buildings, guiding construction details or diving deep into building plans, he enjoys his family and being active outdoors. Ken lives in the vibrant community of Maynard, Massachusetts where he participates in various commissions and committees and is often found covered in sawdust and conducting the evolution of his own 100+ year-old home.w

4.3 General Contractor

DELPHI CONSTRUCTION

Background

Years in Operation	30
Full Time Employees	50
\$Million Bonding Capacity	100
\$Million Annual Revenue	65
Offices in Massachusetts	2
% Repeat Business	90

Selected Projects

Brandy Hill Apartments, with Entrepreise Green Communities
Leyden Woods Apartments, with Energy Star
Marion Street Apartments, with Phius
Residences at Yarmouth Gardens with Energy Star
Brewster Woods Apartments with Phius
The Wyeth at Cambridge with US Green Building Council
Melpet Farms with Net Zero
LeClair Village with Phius
Ace Flats - 24 Gould Street with US Green Building Council
Salem Heights Apartments

Select Clients, Multi-Family Residential

Traggorth Companies LLC
Cathartes/Janco Development
Preservation of Affordable Housing, Inc.
Riverbend Realty LLC
Broder Properties, Inc.
The Community Builders, Inc.
Falmouth Housing Crop.
Commonwealth Community Developers
Lawrence Community Works
Housing Corporation of Arlington
Lionhead Apartments, LLC
New Boston Ventures
Alston-Brighton Community Development Corp
Ships Cove Preservation Partners, LP

Corporate Info:

Founded in 1992, Privately held Massachusetts Corporation

Financial Strength:

Full Annual Audits, Untouched Multi-Million-Dollar Line of Credit

Our Services:

Pre-Project Planning, Pre-Construction Services, Construction Management, General Contracting

Leadership Structure:

Executives, Directors, Managers

Our Experience:

New Construction, Occupied Renovation, Historic Preservation, Modular

Our Markets:

Assisted Living | Educational/Institutional | Multi-Family Residential Affordable Housing | Religious | Banking | Commercial/Corporate

Our Responsibility to the Environment

At Delphi, we are committed to green building and sustainability. We provide training for our staff and work to improve our ability to deliver green/sustainable buildings to our clients.

- Implementing the highest standards of sustainable construction including Passive Building & LEED
- Trained Staff, including Passive House certification
- Conserving Natural Resources Throughout Construction
- Minimizing Waste and Carbon Footprint

Services include but are not limited to:

Pre-Project Planning

- Due Diligence/Existing Conditions Survey, End User Meetings & Input, Building Systems Evaluation

Pre Construction

- Estimating, Subcontractor Selection, Final Phasing

Construction

- Full time Site Management and Control

Post Construction

- Final Closeout of All Subcontractors

4.3 General Contractor



KEITH SHAW

DELPHI CONSTRUCTION
President

As President Keith is responsible for overseeing all daily operations for Delphi Construction through Delphi's team of Executives and Directors. Keith has over 30 years of experience in the construction industry in project development and oversight, and in business operations. He has worked closely with Jake for more than 15 years in helping to deliver successful projects to Delphi's clients and in managing Delphi's continued growth and success.



DOMENIC GALLUZO

DELPHI CONSTRUCTION
Director of Construction

As Director of Construction Operations, Dom is responsible for the planning and field execution of Delphi's projects. As an industry veteran, Dom's experience and strong leadership skills ensure that Delphi's project staff is prepared to work as a team and Build Responsibly. Through detailed schedule development and management, site logistics planning, proper site staffing and supervision, strong subcontractor oversight, and good quality control Dom leads our construction staff in delivering the A+ projects our clients deserve.



CHRIS TOMPSON

DELPHI CONSTRUCTION
Director of Project Development

As Director of Project Development Chris is focused on helping clients and architects work through the many challenges of taking a project from a concept to the "starting line" of actual construction. With over 25 years in the industry, Chris has a broad and detailed understanding of cost and constructability and a solutions-minded approach to project development that enables him to provide detailed cost analysis to ensure that what gets designed has the best chance of getting built. In continually helping to expand Delphi's network of pre-quali-



JOHN VAN ZETTA

DELPHI CONSTRUCTION
Director of Safety

In his role as Director of Safety John draws on his years of industry experience in order to work to ensure that Delphi's staff and subcontractors are committed to Delphi's safety culture. John begins early in the project planning and subcontractor selection process by providing the project teams with the insight they need to manage the inherent risks that exist in construction projects. By identifying these risks early, John is able to help all involved to develop and manage individual Site Specific Safety Plans for all projects.

4.4 Management Agent - Premier Commercial



May 24, 2023

***Christine Barker of Ecotecture Development & Design
Tatiana Eck of Salient Development***

**RE: 26 Shank Painter Road, Provincetown, Cape Cod, MA; Management
Proposal for a proposed development of the site**

Delivered Via Email

INTRODUCTION

John E. Ciluzzi, President of Premier Commercial, is honored to submit this proposal to serve as the sole and exclusive manager of the real estate including land, buildings and improvements located at 26 Shank Painter Road, Provincetown, Cape Cod, MA.

As a native of Cape Cod, I'm an expert in identifying opportunities for sophisticated investment groups. My firsthand knowledge of the locals, town management and visitors / guests is without peer in the brokerage business.

I am the market leader in commercial, industrial and business sales and management in the region and relish the opportunity to assist your requirement to sell.

Additional information regarding my firm is as follows, GJSW, Inc. is a Massachusetts Corporation licensed to practice real estate brokerage. John E. Ciluzzi, serves as President and sole shareholder of the Corporation. GJSW, Inc. doing business as Premier Commercial, with offices at 1550 Falmouth Road, Suite 1, Centerville, MA and at 14 Center Street, Suite 4, Provincetown, MA.

The mailing address is Premier Commercial, PO Box 731, Centerville, MA 02632.

The firm's website is www.premiercommercial.biz

I have a methodical approach that has proven successful.

**1550 Falmouth Road, Suite 1 PO Box 731 Centerville, MA 02632
Office: 508.815.5700 Fax: 508.815.5770 premiercommercial.biz**

4.4 Management Agent - Team



John E. Ciluzzi
PREMIER COMMERCIAL
President

Background

Years of Experience 28

Professional Affiliations

Licensed Real Estate Broker
Licensed Massachusetts Auctioneer

Specialties

Project & Permitting Management
Retail Development
Property Management

John is the President of GJSW, Inc. DBA Premier Commercial. He is a native Cape Codder, originally from Provincetown. Ciluzzi is regionally known for his expertise in real estate brokerage, project and permitting management, retail development and property management. For the past 28 years, John has specialized in representing clients and customers in commercial and residential real estate transactions and leases, structuring financing for business and real estate acquisitions, workouts, business development and property management. Ciluzzi is also a bankruptcy workout specialist and has been retained by numerous Chapter 7 Trustees to market and sell properties within the Commonwealth of Massachusetts. Ciluzzi is also licensed as a Massachusetts Auctioneer for the last 5 years and operates Premier Auctioneers, a full service auction company in the region.

John is also the Managing Director of The Masthead Resort and Cottages, located at 31-41 Commercial Street. Established in 1959 and known as “Cape Cod’s Only Old Cape Cod Experience” the private waterfront compound offers cottages, suites and rooms overlooking Provincetown Harbor.

John is a licensed real estate broker and lives on Cape Cod with his wife Gretchun and their three children. John previously served on various boards including but not limited to Provincetown Arts and The United Way of Cape Cod. He has recently served on the Nominating Committee for The Provincetown Chamber of Commerce. He and his wife, Gretchun Hurst Ciluzzi are an active part of the Cape Cod Community giving to various charities and organizations for over 25 plus years.

In 2023 John and Gretchun commenced establishing The Ciluzzi Community Foundation, which will donate to the local communities that we live, work and play in.

4.4 Management Agent - Team



KAREN LOPEZ

PREMIER COMMERCIAL
Business Operations Manager

Background

Bridgewater University, BA Spanish and Secondary Education, Concentration in Hospitality & Management

Years of Experience

6

Karen Lopez is handling business operations for Premier Commercial. She originally came here from Colombia in 2015, becoming a full citizen in 2020 after dedicating her time to language studies including English and French as a primary Spanish speaker. Lopez graduated from Bridgewater University with a Bachelor of Arts degree in Spanish and Secondary Education. She has been active in the Cape Cod business community for 6 years, with concentrations in Hospitality and Management.

Karen's strong customer relationship skills, problem solving abilities and flare for Team Management make her a valuable addition to the Premier team. In her spare time, she likes to practice CrossFit, ping pong, camping, going to the beautiful beaches of Cape Cod and all summer outdoor activities. She loves to travel, try new food, learn about new cultures, and build memories. Her family is her strength and inspiration in life.

Premier will act as the Property Manager and its general responsibilities shall be including but not limited to:

1. Providing Professional Personnel
2. Compliance with Laws and Licensing
3. Assist Owner in development of an Annual Business Plan
4. Provide a security plan for the property.
5. Manage Service Contracts
6. Manage Collection of Rents
7. Manage Repairs and Maintenance
8. Leasing of units, lease management and security deposit management



5. Management Plan

1. Management

2. Target market

3. Lottery

5.1 Management

Premier Commercial's Property Management division offers al la carte professional services for owners of mixed use, commercial, medical, retail, office and hospitality properties. Services include:

Accounting services

- Our company is highly automated. Each month we have the ability to show you where you stand from a cash on hand / cash management prospective. We can provide reports to show tenant rental histories, property rental histories, tax information to your accountant and a host of other reports.

Tracking of tenants, leases and rents

- We screen tenants to make sure the right tenant will be placed at your commercial and or residential property. Each tenant will be required to fill out an application and we reserve the right to review employment, rental, credit and criminal history.

Review of Leases

- Do you think your tenants are actually paying what is stipulated in the lease? Usually they are not, especially with complicated latter leases that have increases and NNN expenses tied to the original term. We do a detailed review of your leases to ensure compliance.

Budgeting and vacancy management

- Budgeting for the current and future is vital to protect your assets. Property capital improvements should be forecasted to ensure you preserve capital for required expenses. We also bring a conservative approach to vacancy management and try to advise clients on time horizons related to vacancy.

Tenant Relationship Management

- We have built strong relationships with your tenants. We respond promptly to their repair requests and receive loyalty and current rents in return. vi. Collection Activities including Notices Eventually collection and compliance issues do come up, but we are experts in collection and eviction proceedings.

Please note that Premier Commercial is a licensed commercial and investment real estate brokerage business based in Centerville and Provincetown, Cape Cod, MA. Transactions include restaurant and hospitality, manufacturing, wine and liquor distribution, seafood distribution, food processing, oil / fuel distribution, retailing, mortgage, finance, commercial and industrial real estate and other businesses. Management of real property includes industrial, commercial, multi family, energy, marine and high end residential.



5.2 Target Market

The housing crisis in Provincetown is the stuff of legend; it's been an issue throughout the Town's storied history. It has reached such a tipping point that the New York Times saw fit to write about it just this week. On May 28, 2023, the paper featured an entire article on Provincetown's housing woes.

Town Management and members of the community are vigorously pursuing solutions. Currently in development are 65 affordable units at the former site of the VFW. The Barracks project, targeted mostly to the seasonal work force, will provide dormitory style accommodations for up to 100 people. Missing from the mix are market rate rentals and housing for people making over the median area income of approximately \$65,000.

This project will help to satisfy some of that demand. The fire department, located across the street, will cease being a volunteer operation and instead be staffed by paid professionals within a year. Between regular pay and overtime, fire department employees will easily make more than the area median income. The same is true for the health professionals currently living in town, as well as many people employed in the tourism industry.

Our project specifically targets that demographic. Twenty percent of our units will be dedicated to persons making 80-150% of the area median income, and the rest will be free market rentals. We believe this will be a model housing development, offering high design, efficient layouts and comfortable accommodations that people will be proud to go home to.

5.3 Lottery

The Development Team will work with the Town to develop a system for candidates wishing to inhabit the units set aside for persons making between 80 and 150% of median area income. Eligible community members may be chosen from the lottery currently maintained by the Town for its own housing units. Alternatively, the property managing agent for the building can screen for candidates in the appropriate income brackets, and maintain a waiting list once those units are fully occupied.



6. Implementation Plan and Timetable

1. Development Schedule

2. Permitting & Approvals

6.1 Development Schedule

The RFP states that the Town intends to enter into a Land Development Agreement with the selected proposer within 90 days of selection, and that the project must be completed within 3 years of execution of the LDA, with any extensions to be granted at the discretion of the Select Board. Assuming that the LDA is executed not long before its recording at the initial closing and the start of construction, this proposed timeline is reasonable and achievable.

We anticipate that closing, demolition and site prep could take place in Q3 of 2024. Construction would start in Q4 of 2024 and is expected to take approximately 14-16 months. Given these assumptions, the schedule outlined below details a timeline that we believe to be reasonable and achievable, with full lease-up by mid-2026. Our team is ready to start immediately, and this schedule anticipates that we will move directly into design and permitting upon selection. Our proposed estimated timeline follows.

	2023		2024				2025				2026	
Milestone	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
Developer Designation												
Land Use Agreement Finalized												
Preparation of Site Plan & Schematic Design												
Planning Board Review												
Zoning Board Review												
Construction Documents & Pricing												
Financial Closing												
Demolition, Site Prep & Foundation												
Construction												
Lease Up & Stabilization												

6.2 Permitting & Approvals

Housing is a known priority in Provincetown. This project will require minimal relief from Zoning and Planning Boards to be approved, and we believe that given the valuable contribution of housing being offered, the Boards will be inclined to support the Project and grant relief where necessary.

By setting aside 20% of units for persons making 80-150% of the Area Median Income, the proposed project can, under Provincetown bylaws, receive dimensional relief from the Planning Board by special permit to have a fourth story. The Planning Board can also provide relief for density, if necessary, by special permit.

If the scale of the project is higher than the neighboring properties, relief can be sought from the ZBA by special permit.

Shankpainter is not in the Towns Historic District, so approval from the Historic District Commission will not be required.

We are not aware of wetlands within 100 feet of the project site. If it is determined that there are wetlands nearby, the project would go before the Conservation Commission. Site drainage, stormwater pollution prevention measures and other considerations will be addressed to mitigate any potential effects to adjacent wetlands.

The development team will work with Town Hall; the Board of Health and Health Department; the Department of Public Works; the Fire Department; the Police Department and any other departments necessary to ensure this project creates a safe, valuable and sustainable contribution to the Towns Commercial District.



7. Certificates & Disclosures

7.1 Certificates & Disclosures - Exhibit I

TOWN OF PROVINCETOWN
REQUEST FOR PROPOSALS (RFP)
Sale of Property at 26 Shank Painter Road and 15 Brown Street, Provincetown

Exhibit I

CERTIFICATE OF TAX COMPLIANCE

Pursuant to Chapter 62C, §49A(b) of the Massachusetts General Laws, I,

Christine Barker authorized signatory for
(Name)

ESP LLC, do hereby certify under the pains and
(Name of Proposer)

penalties of perjury that said proposer has complied with all laws of the Commonwealth
of Massachusetts relating to taxes.

Signature:



Printed name:

Christine Barker

Title:

Principal

Name of Business:

ESP LLC

Date:

June 1, 2023

(Note: This form must be included in the proposal submission)

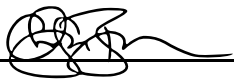
7.1 Certificates & Disclosures - Exhibit J

TOWN OF PROVINCETOWN
REQUEST FOR PROPOSALS (RFP)
Sale of Property at 26 Shank Painter Road and 15 Brown Street , Provincetown

Exhibit J

CERTIFICATE OF NON-COLLUSION

The undersigned certifies under the pains and penalties of perjury that this bid or proposal has been made and submitted in good faith and without collusion or fraud with any other person. As used in this certification, the word "person" shall mean any natural person, business, partnership, corporation, union, committee, club or other organization, entity or group of individuals.

Signature: 

Printed name: Christine Barker

Title: Principal

Name of Business: ESP LLC

Date: June 1, 2023

(Note: This form must be included in the proposal submission)

7.1 Certificates & Disclosures - Exhibit K

TOWN OF PROVINCETOWN
REQUEST FOR PROPOSALS (RFP)
Sale of Property at 26 Shank Painter Road and 15 Brown Street, Provincetown

Exhibit K

DISCLOSURE STATEMENT FOR
TRANSACTION WITH A PUBLIC AGENCY CONCERNING REAL PROPERTY
M.G.L. c. 7C, s. 38 (formerly M.G.L. c. 7, s. 40J)

The undersigned party to a real property transaction with a public agency hereby discloses and certifies, under pains and penalties of perjury, the following information as required by law:

(1) Real Property:

in parcel of land located at 26 Shank Painter Road, Provincetown, containing 0.304 acres of land, more or less, and shown as "_____" on a plan entitled "_____" dated _____, 2023, and being a portion of the premises described in a deed recorded with the Barnstable County Land Court in Certificate 98997 and Document 349324; and

in parcel of land located at 15 Brown Street, Provincetown, containing 0.095 acres of land, more or less, and shown as "_____" on a plan entitled "_____" dated _____, 2023, and being a portion of the premises described in a deed recorded with the Barnstable County Land Court in Certificate 98997 and Document 349324.

(2) Type of Transaction, Agreement, or Document: Sale of Property by Town of Provincetown

(3) Public Agency Participating in Transaction: Town of Provincetown

(4) Disclosing Party's Name and Type of Entity (if not an individual):

Christine Barker

(5) Role of Disclosing Party (Check appropriate role):

____ Lessor/Landlord ____ Lessee/Tenant

____ Seller/Grantor X Buyer/Grantee

____ Other (Please describe): _____

(6) The names and addresses of all persons and individuals who have or will have a direct or indirect beneficial interest in the real property excluding only 1) a stockholder of a corporation the stock of which is listed for sale to the general public with the securities and exchange commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation or 2) an owner of a time share that has an interest in a leasehold

7.1 Certificates & Disclosures - Exhibit K

condominium meeting all of the conditions specified in M.G.L. c. 7C, s. 38, are hereby disclosed as follows (attach additional pages if necessary):

NAME

RESIDENCE

Christine Barker

169 Bradford Street, Provincetown, MA 02657

M. Tatiana Eck

3 Hill Road, Saint James, NY 11780

(7) None of the above- named persons is an employee of the Division of Capital Asset Management and Maintenance or an official elected to public office in the Commonwealth of Massachusetts, except as listed below (insert "none" if none):

(8) The individual signing this statement on behalf of the above-named party acknowledges that he/she has read the following provisions of Chapter 7C, Section 38 (formerly Chapter 7, Section 40J) of the General Laws of Massachusetts:

No agreement to rent or to sell real property to or to rent or purchase real property from a public agency, and no renewal or extension of such agreement, shall be valid and no payment shall be made to the lessor or seller of such property unless a statement, signed, under the penalties of perjury, has been filed by the lessor, lessee, seller or purchaser, and in the case of a corporation by a duly authorized officer thereof giving the true names and addresses of all persons who have or will have a direct or indirect beneficial interest in said property with the commissioner of capital asset management and maintenance. The provisions of this section shall not apply to any stockholder of a corporation the stock of which is listed for sale to the general public with the securities and exchange commission, if such stockholder holds less than ten per cent of the outstanding stock entitled to vote at the annual meeting of such corporation. In the case of an agreement to rent property from a public agency where the lessee's interest is held by the organization of unit owners of a leasehold condominium created under chapter one hundred and eighty-three A, and time-shares are created in the leasehold condominium under chapter one hundred and eighty-three B, the provisions of this section shall not apply to an owner of a time-share in the leasehold condominium who (i) acquires the time-share on or after a bona fide arms length transfer of such time-share made after the rental agreement with the public agency is executed and (ii) who holds less than three percent of the votes entitled to vote at the annual meeting of such organization of unit owners. A disclosure statement shall also be made in writing, under penalty of perjury, during the term of a rental agreement in case of any change of interest in such property, as provided for above, within thirty days of such change.

Any official elected to public office in the commonwealth, or any employee of the division of capital asset management and maintenance disclosing beneficial interest in real property pursuant to this section, shall identify his position as part of the disclosure statement. The commissioner shall notify the

7.1 Certificates & Disclosures - Exhibit K

state ethics commission of such names, and shall make copies of any and all disclosure statements received available to the state ethics commission upon request.

The commissioner shall keep a copy of each disclosure statement received available for public inspection during regular business hours.

(9) This Disclosure Statement is hereby signed under penalties of perjury.

Christine Barker

Print Name of Disclosing Party (from Section 4, above)



Authorized Signature of Disclosing Party

Date (mm / dd / yyyy)

Christine Barker, Principal

Print Name & Title of Authorized Signer

(Note: This form must be included in the proposal submission)

Exhibit L

(Notice: Give first and last name in full; in case of a corporation, give names of President and Treasurer; in case of a limited liability company, give names of the individual members, and, if applicable, the names of all managers; in case of a partnership or a limited partnership, all partners, general and limited and; in case of a trust, all the trustees)

NAME	ADDRESS	ZIP CODE
<u>Christine Barker</u>	<u>169 Bradford Street, Provincetown, MA</u>	<u>02657</u>
<u>Maria Tatiana Eck</u>	<u>3 Hill Road, Saint James, NY</u>	<u>11780</u>

1) IF A PROPRIETORSHIP

Name of Owner: _____

Address:

Name of Business:

Home:

2) IF A PARTNERSHIP

Business Name:

Business Address:

Names and Addresses of Partners

PARTNER NAME	ADDRESS	ZIP CODE
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7.1 Certificates & Disclosures - Exhibit L

3) IF A CORPORATION OR A LIMITED LIABILITY COMPANYFull Legal Name: ESP LLC

State of Incorporation: _____

Principal Place of Business _____

Qualified in Massachusetts: Yes _____ No _____

Place of Business in Massachusetts: _____

4) IF A TRUST

Full Legal Name: _____

Recording Information: _____

Full names and address of all trustees:

NAME	ADDRESS	ZIP CODE
_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

Signature:  _____Printed name: Christine BarkerTitle: PrincipalName of Business: ESP LLCDate: 6/1/23**(Note: This form must be included in the proposal submission)**

